

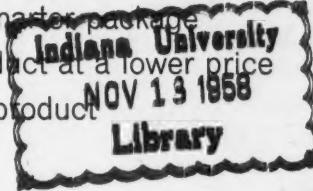
NOVEMBER 15, 1958

# THE NATIONAL Provisioner

ding Publication in the Meat Packing and Allied Industries Since 1891

## 3 ways to win the Brand battle

- ① Design a smarter package
- ② Sell your product at a lower price
- ③ Make a better product



Any one of the methods mentioned above will help you *attract* customers to your brand.

But, only by making a better product can you *keep* those customers coming back for your brand—because no matter how attractive the package and no matter how low the price, customers will not repeat their original purchase unless you also give them a product that is rich in flavor and at least equal in quality to your competitor's.

Our business, here at Custom, has been built on our ability to help win the brand battle by giving meat products special,

distinctive flavors that customers like and ask for . . . flavors they remember with satisfaction.

Meat packers in every market area from coast-to-coast have found that they can have their own special formulas developed for them by Custom. And, they know that they can count on Custom to deliver those formulas, without the slightest variation, time after time.

Capture your market and *hold* it with a Custom cure for your ham and bacon products, or with a special Custom formula for any sausage or loaf product you sell.

*Custom* FOOD PRODUCTS, INC.

701 N. WESTERN AVE., CHICAGO 12, ILLINOIS

## BUILT BY SPECIALISTS

**BUFFALO-STRIDH  
CASING  
PROCESSING MACHINERY**  
will give you  
**BETTER YIELD—better casings.**  
Will save maintenance  
and labor.  
Write for catalog  
and information

Buffalo sausage machinery is designed, manufactured and serviced by the most highly specialized organization of its type. That's why Buffalo machinery... *today as always...* produces the highest quality sausage for the lowest overall cost.

### BUFFALO "LEAK-PROOF" STUFFERS

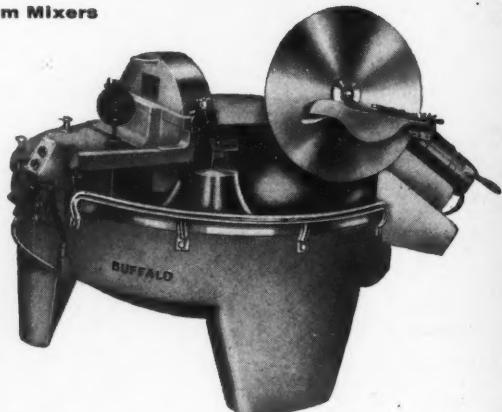
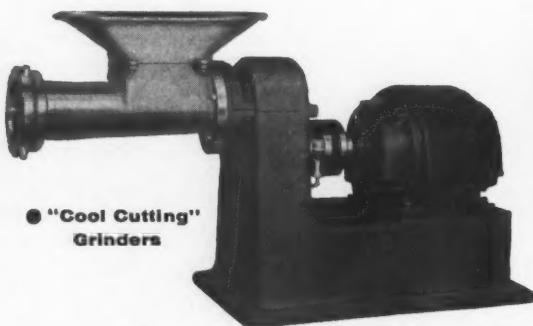
Cylinders for Buffalo stuffers are precision ground to a mirror finish with a patented internal grinder. The high finish and special semi-steel casting prevent leakage and meat discoloration. They help you make finer sausages.



• Standard and Vacuum Mixers



• "Cool Cutting"  
Grinders



• "Direct Cutting" Converters

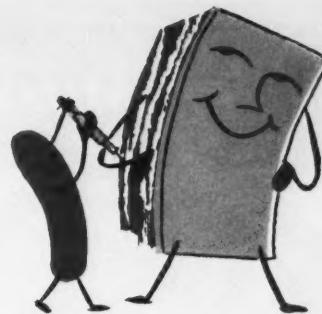


# Buffalo

The Highest Quality  
in Sausage Machinery  
for 90 years

JOHN E. SMITH'S SONS CO., 50 Broadway, Buffalo 3, N. Y. Sales and Service Offices in Principal Cities

# Why **ROCHE**\* *l*-Ascorbic Acid Sodium *l*-Ascorbate Coated *l*-Ascorbic Acid are better for your meats



## ANTIOXIDANT —

### PROTECTING COLOR AND FLAVOR

*l*-Ascorbic Acid is vitamin C, one of nature's antioxidants. It reacts with, and uses up, oxygen, thus protecting the natural color and flavor of the processed foods in which it is used.

## BENEFITS TO YOU

When Roche *l*-ascorbic acid, sodium *l*-ascorbate, or coated *l*-ascorbic acid are used in smoking or curing your meats, you:

- secure reliable, desirable color
- cut smokehouse time
- retard fading under retail display lights
- reduce shrinkage
- always produce more uniform cures

## PROTECTION

Roche *l*-ascorbic products have proved their protective value for sausage products, corned beef, hams, bacon, frankfurters, pickled pig's feet. No matter what type of processing you use — smoking, pickling, spraying — pure, low cost *l*-ascorbic acid, sodium *l*-ascorbate, or coated *l*-ascorbic acid from Roche will help you better your product, your sales, and your profits.

## MORE REASONS FROM ROCHE

- You can count on Roche for quick delivery from convenient warehouse points at Chicago, Atlanta and Dallas. (Normal transportation is prepaid.)
- You benefit from the all-time low price for Roche *l*-ascorbic products now in effect.
- You insure a steady supply by buying from Roche. Production in tonnage quantities is the rule at Roche Park.
- You should naturally come to Roche, long a leader in vitamin research and production — "headquarters" for information about other vitamins, too, such as vitamin A, and the safe, sure, yellow, pure food coloring — beta carotene.
- You get technical help in overcoming processing problems from Roche. Roche gives you practical assistance from professionals.

ERYTHORBIC ACID  
SODIUM ERYTHORBATE  
ALSO COME RIGHT FROM ROCHE

\*Roche — Reg. U. S. Pat. Off.

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In Canada:

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BROCHURE

Send for your copy of 24-page  
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packed with help for you.

# Which Spice?



*piper nigrum L.\**

A picture of a seasoning in the making—a spice being brought to full flavor perfection. Each year sausage makers are using more natural spices because they impart true, rich, exciting flavor. This is flavor that literally *builds* high quality into a sausage product. You know it and your customers will too!

You Can't Improve on Nature

\*BLACK PEPPER

American Spice Trade Association

82 WALL STREET, NEW YORK 5, N.Y.



THE NATIONAL

# Provisioner

VOLUME 139 NOVEMBER 15, 1958 NUMBER 20

## CONTENTS

The Little Tin God—an editorial .....	23
News of the Industry .....	23
<b>RENDERERS CONVENE</b>	
Promising Outlets for Tallow .....	24
Advances in Feeding .....	26
Animal Proteins .....	27
Fats in Feeds Research .....	55
Officers of NRA .....	56
What's Right and Wrong With Pork .....	28
Lard Chilled With Dry Ice .....	37
Pork Roll Packer Eliminates Mold .....	49
Short, High-Grade Lard Spells Success .....	45
The Meat Trail .....	59
Market Summaries—begin on .....	66
Classified Advertising .....	76

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sell them with  
Curona-developed color,  
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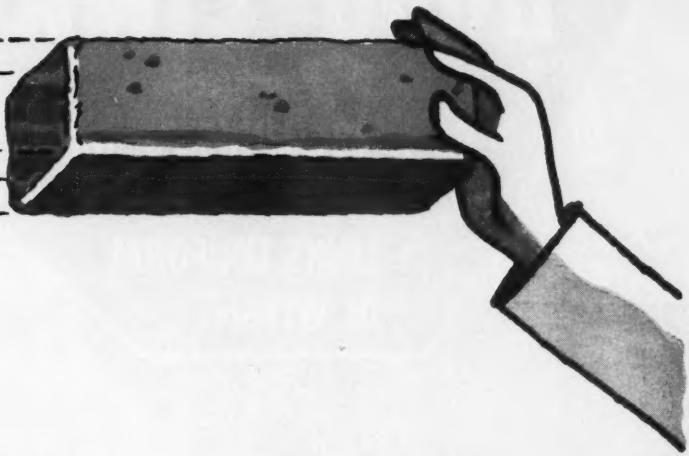
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... and Canco's  
No-Stick cans  
are proving it!

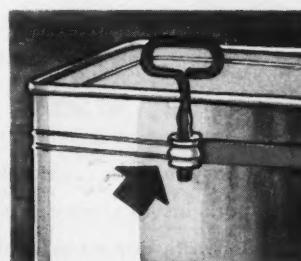
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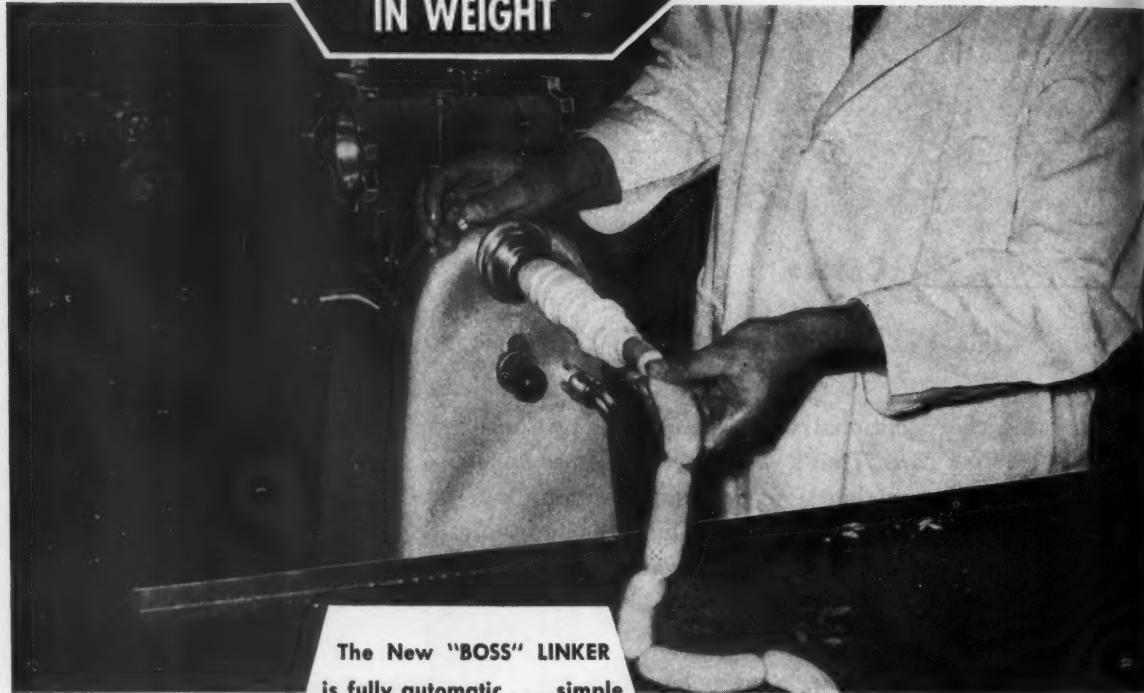
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Use with  
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For use with  
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is fully automatic . . . simple

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occupies a minimum of floor space.  
Easy to clean . . . stainless steel contact-  
parts insure sanitary operation . . . can be

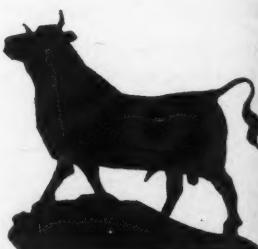
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Patent Applied For . . . all repair parts are now  
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Quotations sent on request.  
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make and size of stuffer in  
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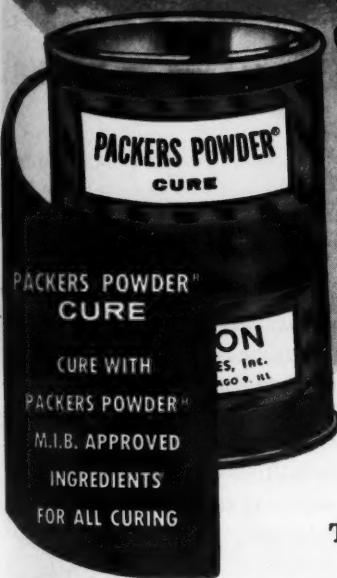
THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO

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again...and again  
and Always!**



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Hundreds and hundreds of daily users of  
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You Can't Afford Not to Try a Drum on Approval!

- FOOL PROOF • FREE FLOWING
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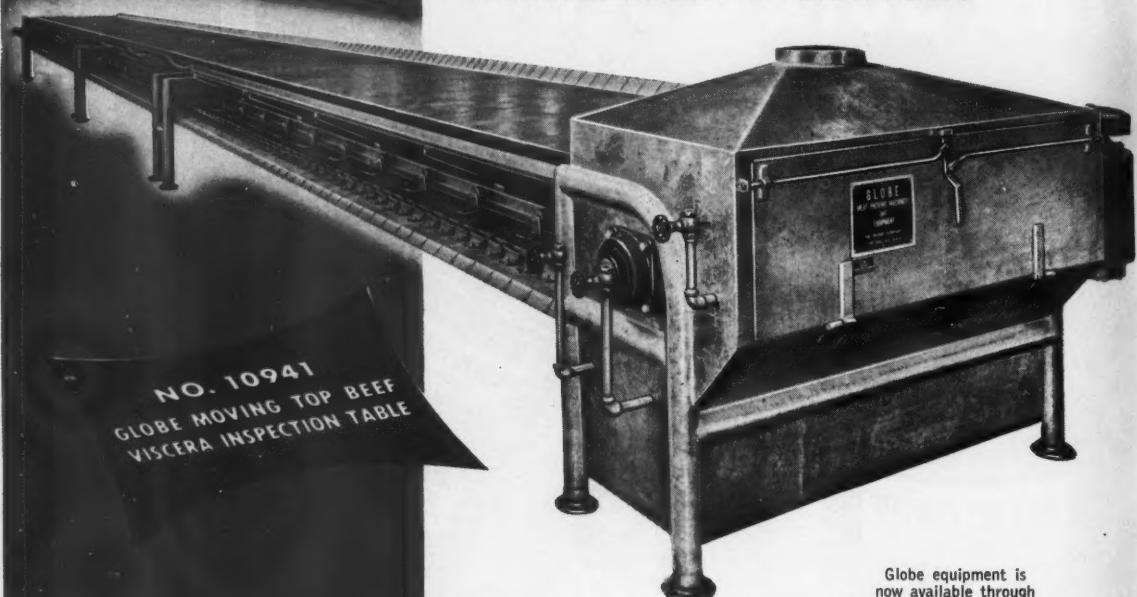
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*Manufacturing Chemists for the Food Industry*

The **GLOBE**

**VISCERA INSPECTION TABLE  
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STREAMLINES OPERATIONS**



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Globe equipment is  
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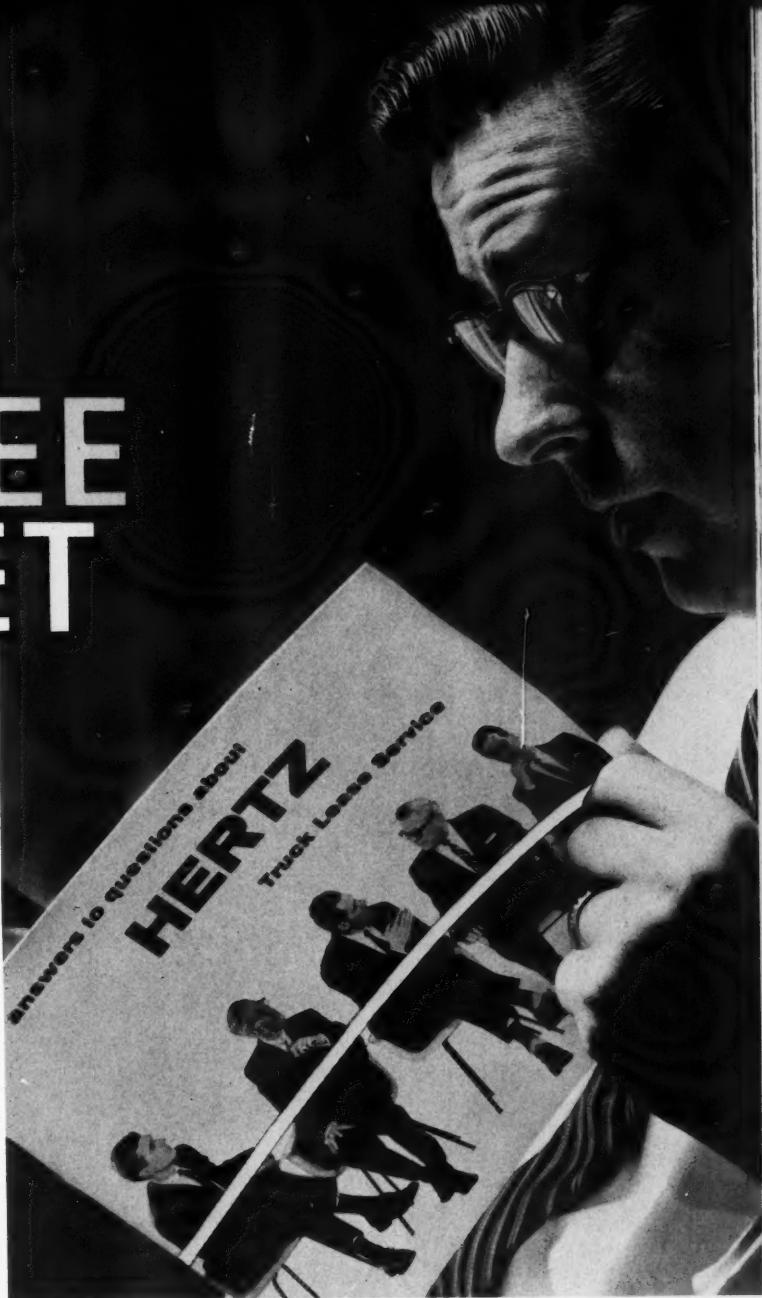
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Position \_\_\_\_\_

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Address \_\_\_\_\_

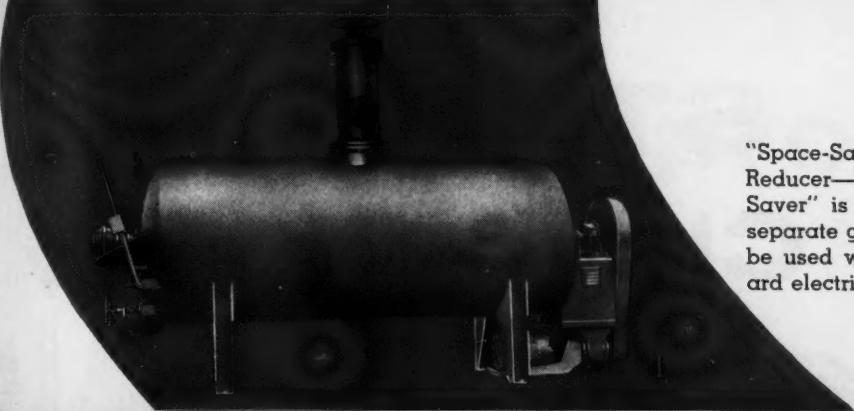
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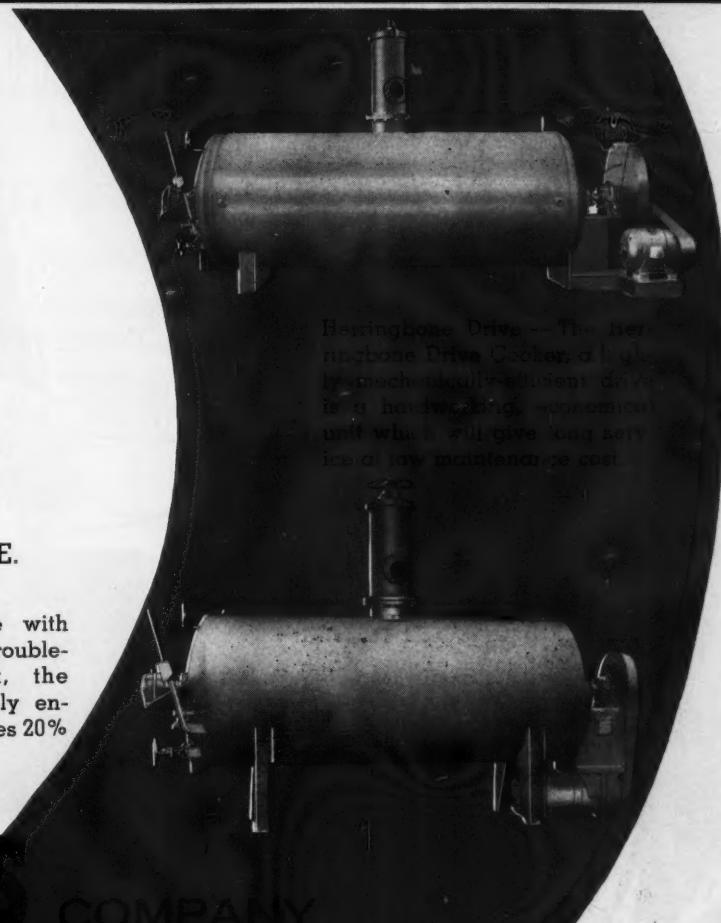
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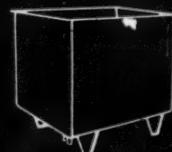
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# produces profits with a plan!

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"Famous  
for  
Stainless"

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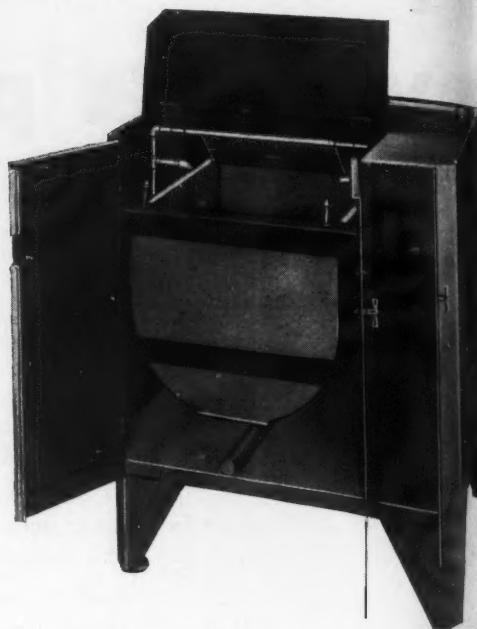
*...new fully automatic*

## **SMOKE GENERATOR by**

# **ATMOS**

*...with density  
control...*

Here is the first automatic generator that smokes for 16 hours without any attention on only two bags of sawdust. There is no gas necessary to ignite the sawdust. ATMOS units contain a single electric strip heater that automatically shuts off when sawdust ignites. Accommodates up to 20 cages of sausage or smoked meat, yet requires a space only 4 feet by 3 feet. Stainless steel sawdust hopper and built-in fly-ash and ember trap prevent fires or explosions. Affords continuous operation with no attention.



1. Absolutely foolproof and simple to operate.
2. Only 2 moving parts — a vibrator and a fan.
3. No gas to ignite sawdust and just one single electric strip heater that automatically shuts off when sawdust is ignited.
4. No water wash.
5. Smokes at full density with wet or dry sawdust.
6. Accommodates up to 20 cages of sausage or smoked meat.
7. Easy to load — simple to clean.
8. Sizes 4'-0" x 3'-0" deep x 4'-6" high.

9. Can be connected to air-conditioned smoke-house control panel for fully automatic on and off smoke control. If generator is located in remote place, smoke can be turned on and off and density can be controlled from central control source.
10. Stainless steel sawdust hopper.
11. Built-in fly-ash and ember trap.
12. No fires — no explosions. Continuous operation with no attention.
13. Can be used on all air-conditioned smoke-houses or conventional masonry type houses.

**Write for free literature including informative capacity chart.**

**1215 W. FULLERTON AVE.**

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**CHICAGO 14, ILLINOIS**

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Monterrey, N. L. Mexico**

**ATMOS**  
*Corporation*

# TOWNSEND

## Model

# 35A PORK-CUT SKINNER

**ADAPTABLE** to a wide range of operations

The Townsend Model 35A Pork-Cut Skinner is an all-around machine which lowers skinning costs, increases yield on all pork cuts — hams, picnics, bellies, shoulders, hocks, jowls, and backs.

With the addition of any of the attachments described here, it can perform several operations in only one time through the machine.

### 3 ATTACHMENTS:

#### 1 Townsend Model 46A Ham Fatter

This new improved model does an outstanding job of removing just the right amount of excess fat from a ham while it is being skinned. Prevents scored hams. Gives uniform bevelled collar line. Eliminates draw knife. Any small amount of finishing can be accomplished with a straight knife.

#### 2 Townsend Model 30A Automatic Feeder and Slasher

Slashes jowls at the same time they are being skinned. Feeds cut automatically. Works equally well on fatbacks and plates which are to be processed into sausage or rendered.

#### 3 Townsend Model 38A Liver Loaf Fat Attachment

While the fatback is being skinned, this attachment produces machine-cut fat of uniform thickness for covering liver loaf and various prepared meats. May be used in combination with the Townsend Model 30A Automatic Feeder and Slasher.

Write for further information

# TOWNSEND

## ENGINEERING COMPANY

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about the wraps we wear...  
that's why we prefer...

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Armour depends on cellophane wraps for maximum merchandising of frankfurters. Why not use attractive printed wraps for your meats? Write us for the name of a cellophane converter near you.

"Pardon us for mentioning the word, but 'sliming' is one of our characteristics when we're wrapped in the *wrong* kind of film. Then we're undesirable to say the least. But when we're wrapped in AVISCO DSB cellophane, shoppers just can't resist us. For AVISCO DSB permits the exact amount of moisture escape frankfurters need. It gives us longer flavor retention and shelf life. And, if you'll excuse our vanity, we like the sparkling clarity, lasting smoothness and extra firmness of cellophane, too. So do our customers."

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keep your lard



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Completely  
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Solubility is the secret to complete stability.

Griffith antioxidants are completely soluble in fats and oils. Are absorbed with easy mixing. Assure long shelf-life, high carry-through too.

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## More and more people in the Meat Industry are finding it pays to use Morton '999' Salt

Men who try high purity Morton '999' Salt for sausage making, curing or canning, are always glad they did. For they find '999' offers many advantages you can't get from any other kind of salt.

**'999' quality never varies.** Morton '999' Salt insures uniform flavor and quality. It is always 99.9% clean, pure sodium chloride, exceptionally low in the objectionable trace metals copper and iron. Morton '999' is entirely free from bitter calcium and magnesium compounds that can spoil flavor or cause "spot" color defects.

Unlike some salt, the high quality of Morton '999' never varies from shipment to shipment, whether you buy it in bags or bulk.

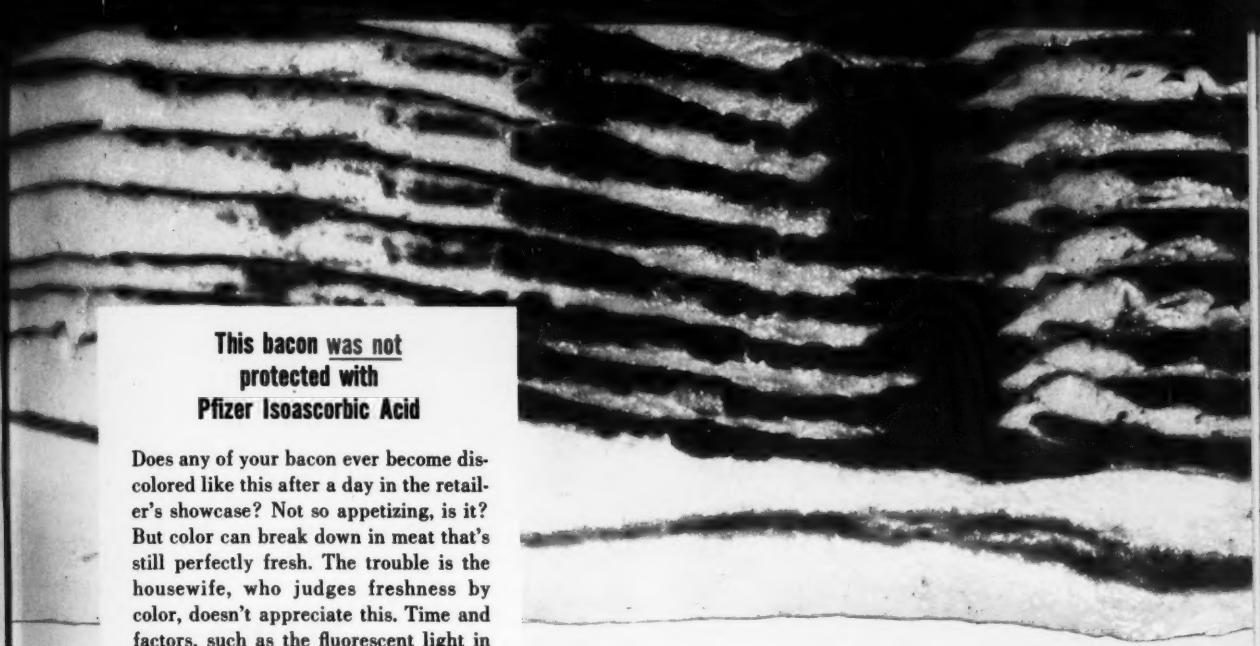
### It costs nothing to find out more about '999'.

Regardless of the uses you have for high-purity salt, regardless of the kind of salt you may now be using, it will pay you to find out why more and more men in the Meat Industry are switching to Morton '999'. To obtain the name of a meat processor or sausage maker near you who has changed to '999' Salt, write or wire:

**MORTON SALT  
COMPANY**  
**INDUSTRIAL DIVISION**

Dept. NP. 11-58 110 N. Wacker Drive,  
Chicago 6, Illinois

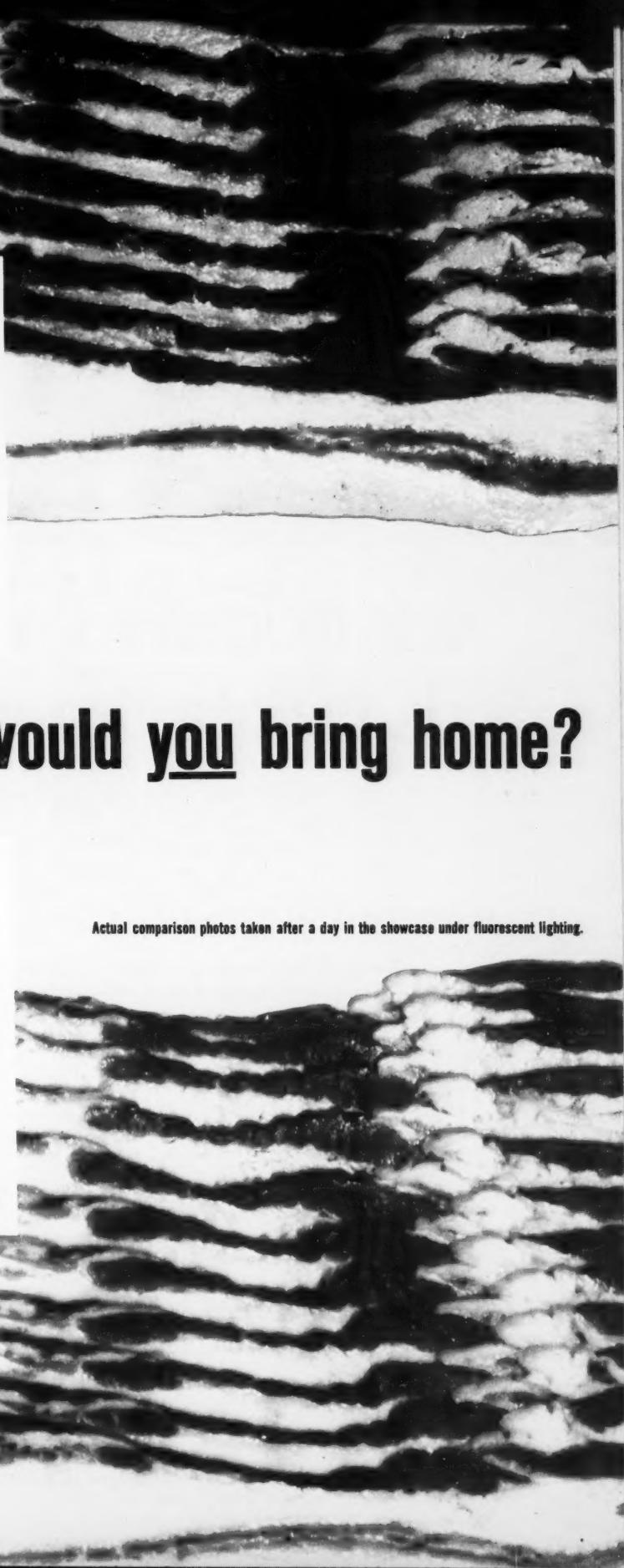




**This bacon was not  
protected with  
Pfizer Isoascorbic Acid**

Does any of your bacon ever become discolored like this after a day in the retailer's showcase? Not so appetizing, is it? But color can break down in meat that's still perfectly fresh. The trouble is the housewife, who judges freshness by color, doesn't appreciate this. Time and factors, such as the fluorescent light in showcases, cause color change. Protect your bacon and other meat products against this sales handicap with Pfizer Isoascorbic Acid.

## Which bacon would you bring home?

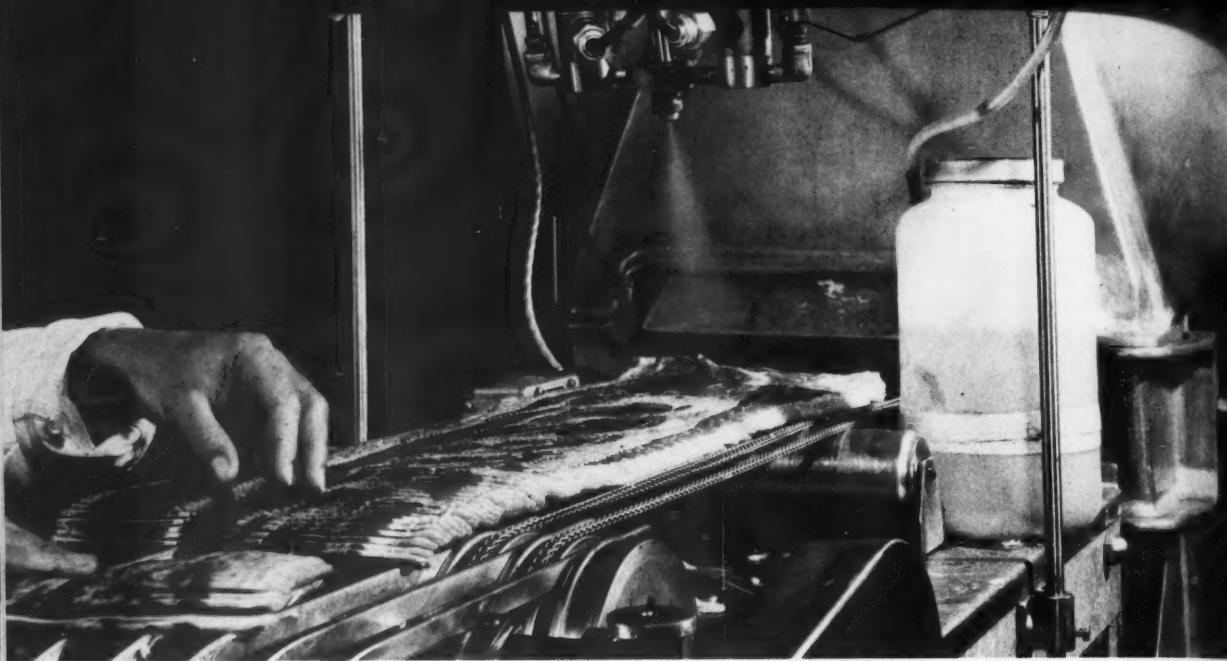


**This bacon was  
protected with  
Pfizer Isoascorbic Acid**

Every housewife wants to unwrap bacon that has the deep red, appetite-appealing color you see here. Isoascorbic Acid insures this better cure color, makes fresh-looking color last much longer in the showcase, too. Improve your bacon sales the easy, low-cost way. Cure with Pfizer Isoascorbic Acid.

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THE NATIONAL

# PROVISIONER

NOVEMBER 15, 1958

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## The Tin God "Yield"

Once in a while a concept is exalted far beyond its rank as one of several desirable and related objectives into the position of a fetish. We believe that this has happened to "yield" in the meat industry.

We have no quarrel with the desire to maintain honest and normal yield relationships between the live raw material, the chilled meat in the cooler, the product coming out of cure and/or smoke, the product into the package and then into the retail store. The process is, at best, a series of subtractions, and there is every economic reason to try to minimize the shrinkage between pounds bought and pounds sold.

In the long run, however, the industry is not selling "yield," but it is selling real (not simulated) satisfaction. It is selling the satisfaction of the belly-filling, nutritional, taste and esthetic needs of 170,000,000 people. In many cases, we believe, preoccupation with yield has brought about the subordination of the major aim of consumer satisfaction.

While there are other causes for the apparent decline in the popularity of processed pork products, we believe that the little tin god "yield" must bear a good share of the blame. In this area, as well as in others, the new processes and equipment which have been developed to raise efficiency and to make better products, have often been turned into hand-maidens (non-virgin) serving the little tin god.

There is good reason to suspect that in connection with some processes, where packers keep their eyes glued on yield alone, their supposed gains may be more than offset by the additional handling, heat, refrigeration and other costs they incur.

We believe that it is about time to stop this deification of "yield" before the word acquires an obscene rather than an honest connotation.

Let's leave "snap, crackle and pop" to the cereal manufacturers, and keep it out of the breakfast bacon package.

## News and Views

**With the Deadline** of March 1, 1959, not too far away, Secretary of Agriculture Ezra T. Benson has appointed his advisory committee to submit recommendation for new or improved methods of humane slaughter of livestock. The members are: T. H. Broecker, chairman of the board, The Klarer Co., Louisville, Ky.; Don S. MacKenzie, director, department of packinghouse practice, American Meat Institute; Russell E. Dresser, director of international packing house department, Amalgamated Meat Cutters and Butcher Workmen of North America; Miss Sally Butler, legislative director, General Federation of Women's Clubs, Washington, D. C.; Don C. Collins, Kit Carson, Colo.; E. Howard Hill, president Iowa Farm Bureau, Des Moines; John Hargreaves, Caroline Poultry Farms, Federalsburg, Md.; John C. MacFarlane, field director of New England Livestock Conservation, Inc.; Rutherford T. Phillips, executive director, American Humane Association; Dr. James R. Hay, director of Ohio Department of Agriculture, Columbus; Dr. Klemons F. Johnson, Meat Inspection Division, Agricultural Research Service, USDA, and Donald Van Houweling, assistant administrator, Agricultural Research Service, USDA. Secretary Benson appointed Van Houweling chairman of the committee.

**Cattle and Hog Prices** will take separate courses in 1959, the Department of Agriculture said this week in its 1959 outlook report on the livestock and meat situation. Prices of cattle will probably hold up well next year, but prices of hogs will decline considerably. Prices of sheep and lambs will probably remain fairly stable in 1959. Consumers will have more meat to eat in 1959 than in 1958—perhaps about 4 lbs. more per person. The increase over 1958 will be almost entirely in pork. Higher grade beef from fed cattle will remain fairly abundant, but the lower grades of beef will continue scarce and relatively higher in price. Beef prices on the whole are not expected to differ much from 1958, but pork prices will be lower. Total slaughter of livestock and meat output were about 4 per cent smaller in 1958 than in 1957. The estimated 1958 total volume of 25,800,000,000 lbs. is the lowest since the 1954 outturn of 25,214,000,000 lbs. Cattle production is now on an uptrend, the USDA report noted. The inventory of all cattle on farms January 1, 1959, will be at least 2 to 3 million head above January, 1958. Half to two-thirds of the increase will be in calves. Total cattle slaughter is not expected to increase greatly in 1959. Fed cattle will show less price strength than other classes in 1959, and greatest price strength will be in feeder and breeding stock. Increasing production will result in lower prices of hogs next year. Farmers' intentions have pointed to at least a 14 per cent larger 1958 fall pig crop. Producers in nine states have planned for 20 per cent more sows to farrow in December-February, the first half of the spring season.

**Major NIMPA Activities** in the next three weeks will include the giant southern division meeting to be held at the Americana hotel in Miami Beach, Fla., on November 21 and 22, and a training course for sales managers and supervisors at the Hotel President in Kansas City, Mo., on December 4, 5 and 6. Speakers at the Miami Beach meeting will include E. F. Forbes, president of WSMPA; Emerson W. Moran, meat industry consultant; Roy E. Morse of Rutgers University and Wendell Barnes, administrator of the Small Business Administration. A panel of livestock marketing experts will discuss problems connected with auction marketing.



## NRA Marks 25-year Prelude to More Progress



**A**T their twenty-fifth silver anniversary convention in Washington, D. C., last week, members of the National Renderers Association paused briefly to review the organization's progress and to appraise the problems which are presently facing the industry.

Fittingly, the future appears to have a silver lining in the form of expanding use of fats in animal feeds and a sound export market, but there are some clouds in sight. These include the probable reduction in government support for exports and the ever-present competition from petro-chemicals in the soap and chemical industries and from synthetics in connection with animal feeds.

To meet the competitive challenge, the NRA board of directors voted a record-breaking appropriation of \$89,500 for 1958-59 and then recommended the expenditure of an additional \$40,000 for research projects which urgently need support.

Potential markets in tallow chemistry which have al-

ready been unlocked by research and risk-taking were outlined for the conventioneers by R. F. Brown, organic chemical sales manager, Emery Industries, Inc., Cincinnati. Brown believes that the field may some day use 200,000,000 lbs. of tallow in addition to the 285,000,000 lbs. it consumed in 1957.

The most promising of these potentials involves the products obtained through oxidation of unsaturated acids derived from tallow. Successful commercial oxidation has been achieved with ozone, producing azelaic and pelargonic acids as basic products. To date the most successful derivatives of these basic acids have been ester type

TOP: Nancy Van Hoven, daughter of president-elect Ralph Van Hoven, with an assist from Robert Fleming, gets ready to blow out the candles on the NRA 25-year birthday cake.

SECOND: NRA officials for 1958-59 are Robert Fleming, second vice president; Miss Jamie Fox, secretary-treasurer; Ralph Van Hoven, president; John Hamel, Jr., executive director, and Martin Rubin, first vice president.

THIRD: Outlook for fats and protein supplements was appraised by panel consisting of W. E. Glennon, president, American Feed Manufacturers Association; John W. McCutcheon, president, John W. McCutcheon, Inc.; R. F. Brown, manager of organic chemical sales, Emery Industries, Inc., and Richard Mortimer, past president of NRA.

BOTTOM: Registration desk was a busy place as conventioneers renewed acquaintance and purchased tickets for social functions.

plasticizers for polyvinyl chloride film, sheeting and plastics and cellulosic resins. Production is expected to double or triple in the next five years, consuming upward of 30,000,000 lbs. of tallow per year.

**LUBRICANTS:** Production of synthetic lubricants for jet and turbo-jet aircraft is one of the most promising outlets for esters of azelaic and pelargonic acids. Such lubricants are being used in military aircraft and commercial airlines are expected to employ them. It is estimated that by 1960 jet type aircraft will require 40,000,000 lbs. of these lubricants which, if made from animal tallow, will require 60,000,000 lbs. Tallow is in a favorable position costwise with respect to its principal competitor, castor oil. Furthermore, since tallow is an abundant domestic raw material, it has an advantage from the national security standpoint and its use is specified by the military.

Several projects in which azelaic acid is employed in

polymers for textile fibers and plastic molding compounds are moving from the research to pilot stage. While ultimate commercial success is not certain, it is probable. This market would consume in the neighborhood of 50,000,000 lbs. of tallow per year.

Dimer acids produced by polymerization of unsaturated fatty acids, including oleic acid, have achieved notable growth in such uses as alkyd resins, specialty paint vehicles, polyamide resins and corrosion inhibitors. A greater potential market, although subject to competition from other unsaturated oils and fats, lies in the production of flexible and rigid polyurethane foams from dimer polyesters. It is estimated that 100,000,000 lbs. of urethane foam will be produced by 1960, of which about 25 to 50 per cent will be manufactured from tallow-based dimer polyesters, Brown said.

The field of nitrogen derivatives of tallow, which include amides, nitriles, amines, quaternaries, etc., has expanded very rapidly and consumes about 40,000,000 lbs. of tallow per year. These products are used in mineral flotation, textile chemicals, laundry softeners, well treatment and additives for oil drilling. By saturating present markets and developing new uses, the volume in this phase of tallow chemistry could be doubled easily in the next five to ten years, Brown declared. However, all these markets are being challenged by synthetics and whether or not tallow chemistry will hold them will depend on the relative stability of tallow prices.

Brown said that tallow prices at or about present levels are competitive with other chemical raw materials. He commented that the by-product production of glycerin is not a serious threat even though annual production should be increased by several hundred million pounds.

If tallow is to recapture some of the soap market it has lost, and its consumption there is not only 50 per cent under 10 years ago, but it also is used in less than a third of detergent soap production, some basic research should be converted into engineering research to develop new techniques to make the use of animal fats attractive to the soaper, stated John W. McCutcheon, president, John W. McCutcheon, Inc., New York, consulting chemist and chemical engineer.

Among the most promising avenues would be the development of new methods for alpha sulfonation of tallow. Work done at the USDA Eastern Regional Research Laboratory shows that the salt of an alpha-substituted tallow can be used as the base in making toilet bar detergents. Development along these lines would be most timely since detergent bars are being promoted on a nationwide basis. These bars are made with tallow soap binder plus an active base. If both the base and binder were made from tallow, it would represent a market for 250,000 tons of tallow per year.

Although now produced in small volume because of

MYER O. SIGAL of G. Bernd Co., Macon, Ga., chairman of the renderers' research committee, presents his report at the meeting of the association's board of directors. The board approved a record-breaking appropriation of \$89,550 for research in 1958-59 period and may spend an additional \$40,000.

their high cost, fatty aminopropionates merit tallow chemistry research. They are used in shampoos, dishwashing products and for other special purposes and come from foaming coconut oil fatty acid derivatives. The tallow fatty acids lack the desired foaming and water solubility properties. However, by changing the NH for the CH<sub>2</sub> group, tallow-based fatty aminopropionates are invested with certain desirable properties. Since they do not gum and have germicidal power, they would be ideal as the detergent base for synthetic toilet bar soap.

In the 60,000-ton annual production of sulfated tallow alcohols, tallow accounts for about 75 per cent of the raw material used. Expansion of this market has been hindered

IN RECOGNITION of his service as national president of NRA for the past three years, president-elect Ralph Van Hoven (right) presented retiring president Richard Mortimer with a sixteenth century Hapsburg combination battle axe, hammer and pistol. Mortimer is a collector of antique firearms. He recently left the rendering field to enter the bulk ship cargo loading business in Wilmington, California.



by drawbacks in the present manufacturing techniques of sodium reduction and hydrogenation. The yield from sodium reduction is poor and it is difficult for the non-soaper to dispose of his waste lye. Hydrogenation, on the other hand, increases the insolubility of tallow acids.

The acid chloride production of tallow-based igepons is a cumbersome and costly process. However, tallow-based igepons have excellent properties for detergent use and exceptional possibilities for employment as a base for toilet bars.

If engineering research could develop low-cost continuous methods for manufacturing any of these products, a vast market would be opened for tallow, according to McCutcheon. Engineering research lies in the domain of private industry, since it generally is beyond the scope of the government.

**GOVERNMENT HELP:** Change is the dominant characteristic of our time; it is propelled by the expansion in population which adds a city the size of metropolitan



Washington to world numbers once every 18 days, by a continual increase in the production and consumption of goods and services, by constant improvement in industrial and agricultural techniques and, finally, by refinements in communication that shrink distances, declared Max Myers, administrator of the USDA Foreign Agricultural Service. To keep pace in this atmosphere of change the FAS has expanded its work until it now has 56 attaches promoting



agricultural trade abroad. These men funnel facts on production, prices, consumption patterns and export opportunities to Washington, where they are digested and passed on to interested trade groups.

The attaches also help American businessmen when they go abroad by briefing them on trade opportunities and arranging contacts for them with foreign business and government officials.

The trade promotion program undertaken with NRA in developing the Japanese market for tallow is one of the newer forms of assistance offered by FAS. As a result of this project, the Japanese market has been expanded greatly and trading difficulties have been resolved.

A joint FAS and NRA movie is being completed in Italy for showing in Western European countries. Preliminary discussions are under way for a possible tallow market survey in Central and South America. However, Myers pointed out that as the economy of a country improves, the FAS finds it more difficult to justify government assistance under Public Law 480. Myers suggested that U.S. industries handling agricultural products or by-products should support short-term promotional effort in the industrial nations, while FAS could support long-term market expansion in underdeveloped soft currency countries where there generally is sufficient local currency available for FAS work.

He said that trade in American farm products is hampered generally by a dollar shortage abroad; the available dollars are earmarked for capital goods to help the foreign country develop economically.

Relaxation in world tensions and an upswing in the world economy would increase the demand for tallow and other farm commodities. Myers noted that if the world's underdeveloped people should increase their soap consumption by one bar per person, there would be no tallow problem.

The Japanese custom of taking lengthy hot baths will give way to soap if the current campaign of the All-Japan Soap Association and NRA is successful, reported Richard Mortimer, retiring president of NRA. He said that the soaking technique is a substitute for use of soap. Mortimer was a member of the tallow market development team which visited Japan. (See the PROVISIONER of October 25, 1957, for a report on his observations.) Trade relationships with the Japanese soap and tallow chemistry industries are excellent because of the work done by

FAS, Mortimer asserted. American and Japanese tallow interests are trying to develop a method for making a synthetic wax for which there is believed to be a potential market in Japan.

**FEEDS:** The renderers have an excellent working relationship with the American Feed Manufacturers Association, according to W. E. Glennon, president of the AFMA. He pointed out that the feed manufacturing busi-

RENDERERS listen attentively as speakers describe the relationship of tallow chemistry, animal nutrition and feed formulation to their end-products, fats and animal proteins.

ness is a growing one; the 39,000,000 tons of feed turned out in the first nine months of 1958 set a record and the volume was 10 per cent above last year's output. Manufacturers are building more efficiency into feeds, Glennon noted, emphasizing the sharp reduction in the feed and time needed to finish broilers.

Feed ingredients are now plentiful, according to Glennon. The supply of corn amounts to 3,300,000,000 bu.; sorghum, 607,000,000 bu., and barley and oats are up 7 and 8 per cent respectively. Soybeans available for crushing total 450,000,000 bu. against normal annual requirements of 375,000,000 bu.

According to the AFMA feed survey committee, the 1958 fall pig crop will be 42,000,000 head, up 15 per cent from last fall, while the 1959 spring crop will increase by about 14 per cent to total about 60,129,000 head. Average slaughter weight is expected to drop to 232 lbs. He predicted that beef cattle numbers will be up 3 per cent to 62,150,000 head on January 1, 1959. Substantially more calves will be withheld from slaughter. The number of milk cows will drop to 19,400,000 in 1959, a decrease of about 2 per cent.

Output of broilers, layers and turkeys will increase in 1959. Broilers will reach the phenomenal number of 1,815,000,000, layers will number 309,000,000 and turkeys 83,000,000. Chickens will decline by 6 per cent to 410,000,000.

The picture for fats in feed is bright, Glennon reported, but said that as hog prices are depressed, the percentage of protein concentrates used in their rations also declines.

**IMPORTANCE OF RESEARCH:** Basic and applied research in animal nutrition will permit livestock and poultry producers to keep pace with growing demand during the next 25 years in the face of shrinking crop acreage, declared Dr. George W. Briggs, chief nutrition unit, National Institute of Health, Department of Health, Education and Welfare. He said that only about 30 to 50 per cent of the facts are now known about the nutritive characteristics of animal feeds.

The rendering industry must participate in this research development to maintain its competitive position. No single feedstuff is a necessity in animal nutrition; it is the nutrients that count. For the foreseeable future the basic elements will continue to be corn and soybean meal. The amounts of animal protein and fat sup-

lements used will depend on their competitive values. Renderers should improve their product standards; explore other outlets, such as in pet or mink feeding, and seek other animal by-products which have feed value. Poultry feather meal is an example of the latter possibility, and the feed potentialities of dried rumen contents have not been explored, Dr. Briggs asserted.

What research can mean is well illustrated by the history of fats in animal feeds; the volume consumed increased from 10,000,000 lbs. in 1952 to 320,000,000 lbs. in 1957.

Animal by-products alone cannot supply the needs of the feed manufacturing industry in which output jumped from 7,100,000 tons in 1933 to 37,000,000 tons in 1958. During the same period production of meat scraps and tankage increased from 650,000 tons to 850,000 tons. The gap has been filled primarily by soybean concentrates. Dr. Briggs predicted that the demand for manufactured feeds will rise to about 60,000,000 tons by 1983.

Since available cropland is shrinking in face of urban development, and since the 85 per cent of gross weight of all crops which is now fed to livestock must decline, research in animal nutrition must fill the gap.

Dr. Briggs predicted that feed utilization efficiencies will be increased by at least 30 per cent in the next 25 years, and there will be a corresponding gain in production efficiencies through genetics, animal health work and management. Pig litters of 30 to 40 head are not an impossibility. There will be new sources of feed-stuffs and nutrients. Synthetic methionine is already available and lysine is being produced by fermentation. Other amino acids will be produced by the chemical and fermentation industries. Productivity per acre will rise and better-trained farm personnel will be able to utilize the scientific techniques.

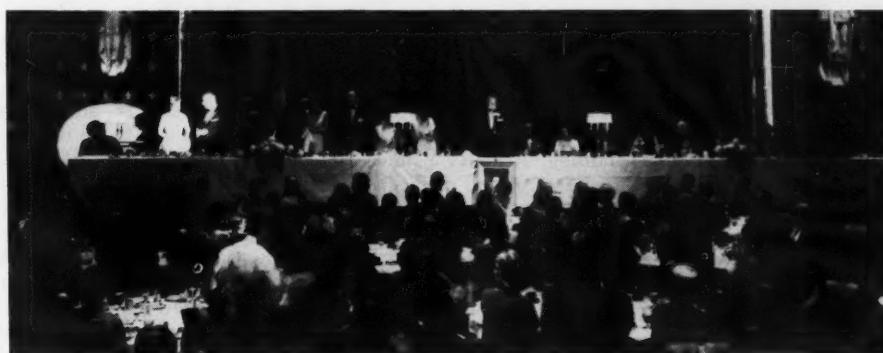
Knowledge of animal requirements for vitamins, minerals, proteins, carbohydrates, fats and energy at all stages of the life cycle will be expanded. Much is known today about the growth requirements of young animals, but there is less knowledge about older animals and requirements for maintenance and reproduction. The relationship of nutrition to disease, to genetics and to endocrinology will be explored and the facts should lower animal mortality. Biochemists and physi-



DETAILS of the ladies' program were handled by Mrs. Lucien Katzenberg, jr., Mrs. John J. Hamel, jr., Mrs. Martin J. Rubin, Mrs. J. Kenneth Healy as chairman, Mrs. Frank Kavanaugh, Mrs. Fred Marret and Mrs. George Norton, co-chairman of the committee.

quizers, surfactants, chemobiotics, etc.) will be greatly advanced. Feeding techniques will be explored; studies are already under way using pelletized feeds for ruminants. Methods of flavoring feeds to make them more appetizing will be explored, as will subjects such as proper feeding space, self-selection of feeds and interval feeding. The influence of environment on nutrition will be examined. A beginning has already been made with the use of artificial light in egg production and air conditioning in hog raising.

**PROTEINS:** Lack of uniformity in the biological values possessed by proteins, as well as the lack of a reliable method for measuring their values, prevents their most effective use in feed formulation, said Charles A. Denton, acting head of the nutrition section of the USDA poultry research branch. None of the methods now in use to measure biological values of protein is a reliable one. Moreover, biological procedures do not measure the unidentified growth factors. Even if the amino acid content of the protein is accurately measured, there is no indication of digestibility of the protein or availability of the amino acid to the animal. Present methods for assaying protein value also have the limitation of being time consuming. A quicker method which has had a record of good correlation between measured values and chick growth is the colorimetric measurement of available lysine as the dinitrofluorobenzene derivative.

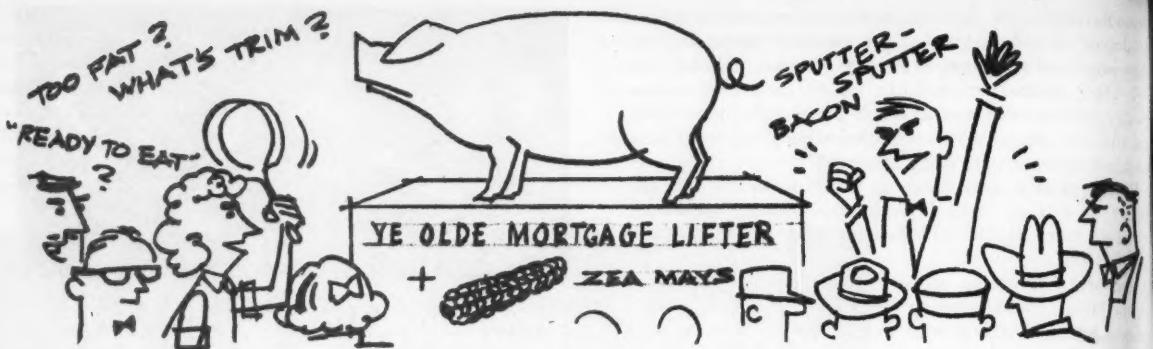


SPOTLIGHT moves down the head table as the guests seated there are introduced at the annual banquet of the National Renderers Association, held on Tuesday, November 4, at the Statler-Hilton in Washington.

ologists will enlarge the understanding of growth in animal metabolism. Better understanding of the factors affecting digestion of foods and availability of nutrients will be acquired. The addition of enzymes to animal feeds is a start in this direction. Experimentation with germ-free animal life, already underway, should have practical results. The use of growth promotants that increase growth indirectly (antibiotics, arsenicals, tran-

Soybean oil meal, cottonseed meal, meat meal and fish meal are the major concentrates used in poultry diets. Characteristics of all of these are affected by processing techniques. Fish and meat meal present special difficulties because, in addition to changes resulting from variations in processing, the amino acid content of the raw material varies considerably. Quality

[Continued on page 55]



## What's Right and Wrong in Hog-Pork Field

**P**ORK is a fine meat food with many incomparable (perhaps temporarily unrecognized) values for the consuming public, and hog production should be a rewarding endeavor for American farmers. There isn't a thing wrong with the whole business that realism, imagination and hard work would not cure if these were applied by all of the elements in the industry.

This is the oversimplified sense of several of the talks made at the first National Swine Industry Conference, held at Purdue University early this month. Co-sponsoring organizations included the American Meat Institute and the National Independent Meat Packers Association and all segments of the swine industry—producers, farm organizations, feed manufacturers, veterinarians, marketing agencies, meat packers, retailers and research and educational organizations—were represented.

Experts in the broad field of production furnished evidence that good progress is being made in hog breeding, feeding and management, which is setting the stage for necessary matching improvements in pork marketing, processing and merchandising.

**DEMAND SURGE:** Earl L. Butz, dean of agriculture at Purdue, told the group that "a 51 per cent increase in the effective demand for pork and pork products over the next two decades is not beyond the realm of reasonable expectation."

Dean Butz broke down these potential increases in consumption as due to the following: 1) Growing population, 34 per cent; 2) Rising per capita real income, 7 per cent; 3) Lower selling price resulting from increased production efficiency, 8 per cent, and 4) Producing a superior product and merchandising it in a wise manner, 2 per cent.

**PLUS VALUES:** Pork has many plus values, and particularly for tension-ridden Americans, the conferees were told by Carl F. Neumann, secretary-general manager of the National Live Stock and Meat Board. He pointed out that pork is the strongest source of thiamine, the B vitamin which is so essential to healthy nerves, and suggested that the thiamine story should be emphasized by the pork industry in promoting its product.

"We know that the people of this country are extremely concerned about nervous tension," the Meat Board spokesman asserted. "Concerned enough to spend over a billion dollars a year for pills because they want to calm down, relax, sleep soundly, ease their pains and restore their energy."

Observing that one serving of pork provides 68.7 per cent of the recommended daily allowance of thiamine for an average man, he asked: "Where are you going to find a pill that has the flavor, the aroma, the juiciness, the appetite satisfaction, that you get from a healthy serving of pork chops or a pork roast or ham or pork sausage links?"

He pointed out that food supply and dietary surveys show one in five families in this nation needs more thiamine in its diet. He said that an annual output of a little more than 11,000,000,000 pounds of pork would provide 23,000,000,000 milligrams of thiamine, which should go a long way toward meeting the thiamine requirements of the country. A one day supply of thiamine for an average man should amount to 1.5 milligrams.

Other plus values in pork discussed by Mr. Neumann were the new figures on the composition of cooked meat which show that pork has fewer calories, less fat and more protein than was previously thought—an im-

portant consideration in an age of weight watchers and dieters.

Neumann's talk was marked by dramatic, graphic comparisons which brought out that it would take 16 slices of bread to provide as much thiamine as a pork chop; 17 bowls of cereal to provide as much protein as a pork chop; and 15 servings of spinach to provide as much iron as a serving of pork liver.

**PROGRESS:** While emphasizing that improvements in marketing hogs and processing and merchandising pork cannot be brought about overnight, John R. Jones of Geo. A. Hormel & Co. contended that real progress is being made in these areas. With respect to procurement, Jones noted that ample research has demonstrated that value differences between hogs do exist and are significant in magnitude; new grade standards for hogs have been developed, based largely on fat-to-lean ratio; many packers have analyzed their buying organizations and trained their buyers to recognize the quality factor in hogs; and the pork packing industry has adopted as a national policy the effort to buy hogs on a merit basis.

After declaring that a satisfactory consumer-acceptable meat type hog cannot be legislated, and that no government law or regulation will accomplish the end result sought by the industry, Jones continued:

"I am sure that individual meat packers are moving rapidly in the direction of buying their hogs on a merit basis of some kind, be it sorting of hogs alive or on a rail-graded basis. The point is that there are three parties involved in this development and no one can get very much ahead of the other two."

"As hog production moves towards being less of an art and more of a science, producers will, in my opinion,

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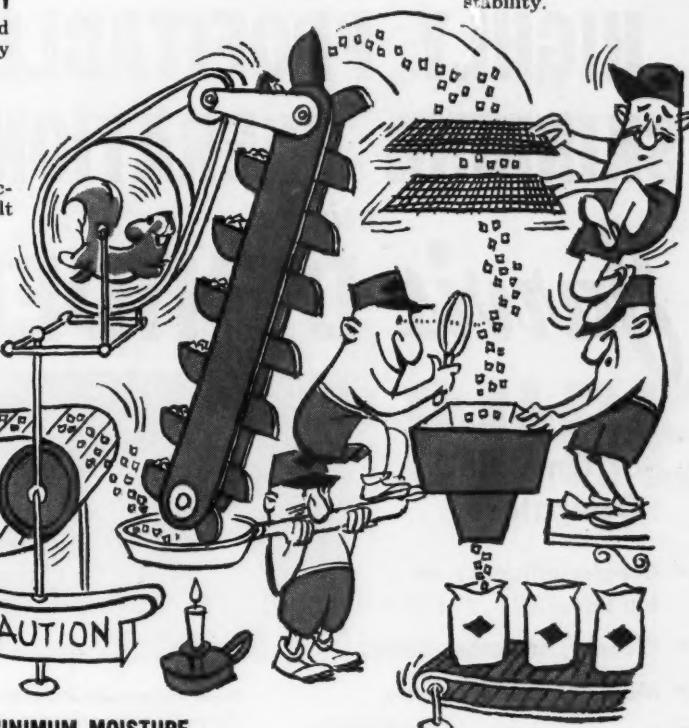
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demand more differentiation in the marketing of their hogs. Marketing agencies will heed these demands or succumb to the competition of marketing methods which do. It is impossible to say just how much sorting to reveal value differences by grades is now going on, but I suspect that it is considerable and certainly the interest in making it work is growing every day. If I were to guess, I would say that within ten years 90 per cent of the hogs raised in this country will be marketed in a manner that takes cognizance of these value differences in individual hogs."

Jones made two points with regard to hog slaughter:

"The trend towards multiple farrowing, and ultimately a more stable production on an annual basis, will greatly reduce the need for so-called standby facilities in the hog slaughtering industry. This has economic implications to every meat packer, and I am sure that the managements of all firms are giving it close attention.

"Government inspection regulations, which require hogs to be handled on an individual animal basis, present a problem to complete slaughtering mechanization. This problem is being

studied constantly by all pork operating personnel and some progress will eventually be made. Resistance of labor to some forms of mechanization is considered, by some, as a drawback but we feel this can, and will, be overcome."

Jones also noted that some interests would like to impose a system of government grades for pork products on the industry. He commented that "this would be one of the most effective ways one could imagine to stifle the development of more acceptable pork products for our domestic market. Surely we, as a team, can do better on a voluntary basis."

**HELPFUL CRITICISM:** Leading off from the premise that the industry must "give the lady what she wants" in order to increase volume, Henry Eavey, president of the Super Market Institute, gave the conferees the views of many aggressive supermarket operators who are interested in increasing the consumption of pork products. He said:

"First of all, when I talk about pork products I want you to bear in mind that we are including everything made of pork that is sold in the supermarket—loins, hams, picnics, bacon, smoked and sausage commodities.

"Using the research facilities of Super Market Institute, we surveyed the attitudes of consumers in 16 market areas throughout the country. We asked the question, 'What do consumers dislike about pork products?' Here are the answers we received:

"Overwhelmingly, today's housewife dislikes excess fat on pork cuts, both interior and exterior. Continuously and consistently in every section of the country the major objection centers around this problem of fat and waste. Her second dislike is 'off' taste.

"In one market area that we checked, these two factors constituted the principal reason for the decline in pork and pork products from 31 per cent of the fresh tonnage in 1939 to 11 per cent in 1958.

"Another factor that continuously came to our attention was the radical changes of price in pork products. Mrs. Consumer lacks a real measure of value in the erratic fluctuation of prices in these commodities.

"We found, too, that there was a surprising lack of knowledge of the nutritional value in pork products. This suggests to me that a tremendous opportunity awaits producer groups, and particularly organizations such as the National Live Stock and Meat Board and the American Meat Institute, to exert even greater effort in educating consumers to the real nutritional values of these products. So

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much has been said of late about the problems of cholesterol in the blood, and the effects of obesity on longevity, that we have a real educational job to do if we are to condition the consumer not only to recognize the values of these commodities, but to want them and plan her family meals around them.

"There is another area about which there is universal confusion in the mind of the consumer. It is a problem that comes up daily in supermarket merchandising and one that requires immediate attention. We have compounded our problem of trying to sell more pork products in the 'ready to eat' category. Mrs. Housewife is confused with current labelling practices on hams. Just what is meant by 'ready to eat' in comparison with 'fully cooked?' I think the packing industry ought to agree with the U. S. Department of Agriculture on one classification and conform to it. We know from experience that customers do not read labels carefully, and very often even those who do read them do not fully understand them. In self-service operations this is particularly important because wrappers are often removed and the housewife has difficulty in determining the type of ham she is buying.

"Repeatedly we have received reports from supermarkets of the confusion between 'ready to eat' and 'ready to serve.' Consumers believe 'ready to eat' refers to a ham that needs no further preparation. I know in our own operation that this confusion has materially affected our ability properly to merchandise these products. I think it would simplify matters considerably if hams were of two varieties—those that need cooking and those that are fully cooked.

**FOR PRODUCERS:** "We asked another question of our operators: 'What could swine growers do to make pork products more salable?' Here are some of the comments from leading meat merchandisers:

"Develop controlled feeding to produce hogs with less fat content and more salable meat."

"Develop a hog similar to the breeds used in Denmark and Holland."

"Standardize to a greater degree on the breed so that packers will know what to expect, such as they do today in Europe. Our practice here of producing Red Duroc, Poland Chinas, Chester Whites, Hampshires, etc., adds materially to the confusion."

"Another matter of grave concern to supermarket operators which certainly requires careful study and consideration is that of developing a balanced year-around market to av-



THE "PORKLET," pictured above, may soon replace the ever-popular hamburger as America's No. 1 favorite meat dish. This newly-created meat item is derived from the pork Boston butt. Because of a lack of connective tissue in the Boston butt, the porklet is a tender cut to begin with, and consequently requires no mechanical treatment in the interest of tenderness. The porklet was first introduced at a recent luncheon and meeting of the National Swine Industry Conference which took place at Purdue University, Lafayette, Ind., by the National Live Stock and Meat Board.

erage out pork prices to eliminate the often erratic fluctuations in price which have the effect of confusing the consumer and oftentimes driving her from the market.

"Another question that we asked was 'What can the meat packer do to make pork products more salable?' Again our meat merchandisers responded. Here are some typical comments they came up with:

"Take more time and care in processing all smoked meats. Work with colder coolers and trucks in handling fresh pork cuts."

"Trim off excessive fat. Use a larger percentage of lean meat in sausage. Leave excess fat at the packing plant where it can be sold as an edible product."

"Trim off excessive fat from pork cuts or stop buying heavy or fat fed hogs."

"Much better trim is needed. Pay a larger differential for meat type hogs."

"Proper handling of live pork (no sticks to drive); efficient refrigeration to keep bacterial growth at a minimum (sour meat around bones); utilization of modern sanitation; utilization of all products from live pork in order to sell at the cheapest price, yet with a profit; put pork sausage in resealable wrappers."

"Be more consistent in cutting and trim. Several packers have started 'Special-Extra Trim' programs and within a few weeks have deviated to

the point where there are no differences between the 'Special-Extra Trim' and the regular trim. They could also grade the sizes of items more closely. They could package and label manufactured items better."

"Go back to the practice of closer sizing (as they did before the war) by giving us cost ranges within 2 lbs., such as 12-14's and 14-16's. Be selective about the hogs cut so that sows and boars do not get mixed in with top grade gilts and barrows. Trim should be more consistent both on smoked and fresh items as to outside fat. Cutting standards should be strictly maintained as to length of hocks on picnics and hams. All packers should get together and arrive at standards such as the cutting size of bellies, hams and picnics."

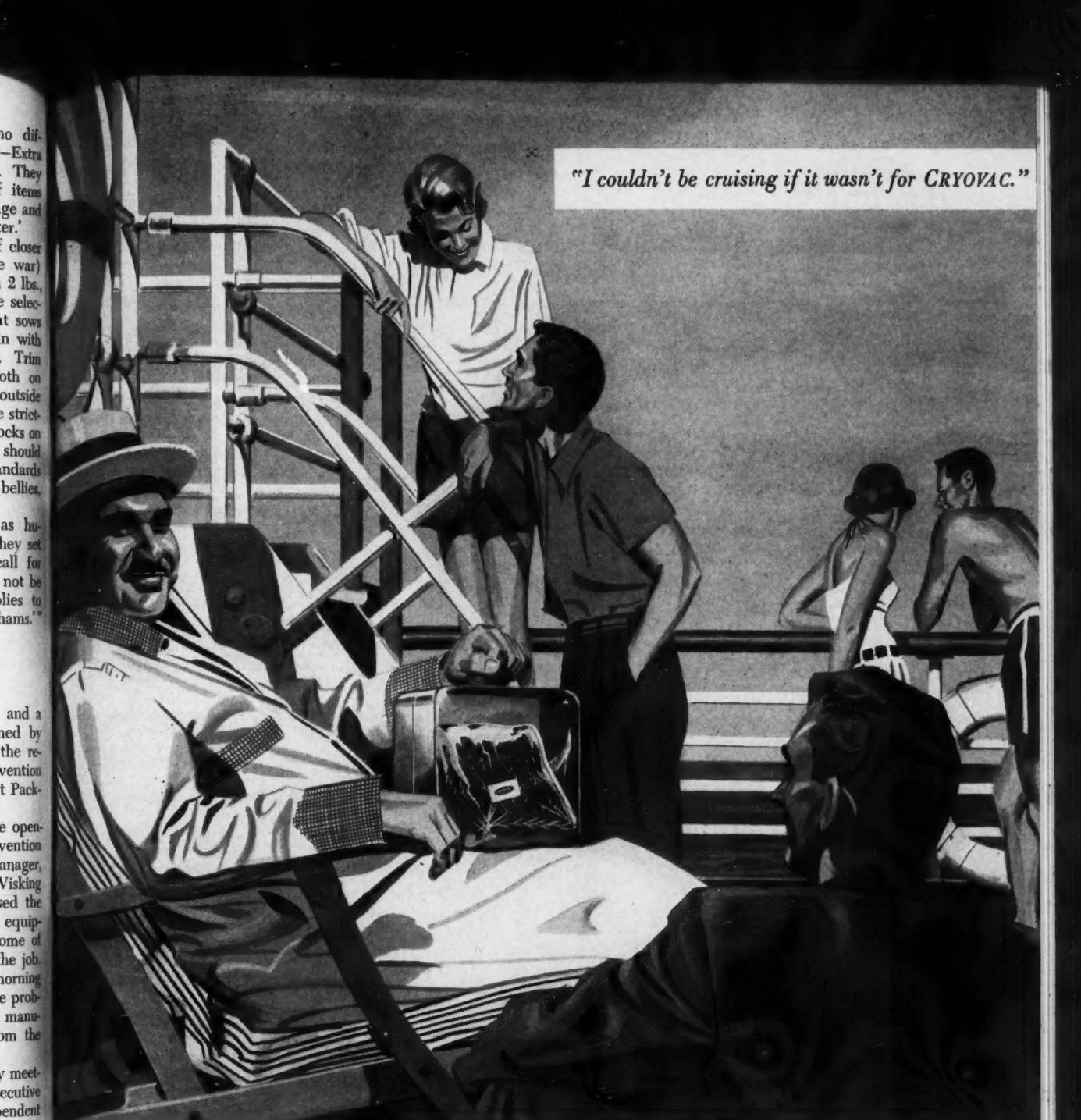
"By following as closely as humanly possible the standards they set up for 'trim'—if standards call for  $\frac{1}{4}$  in. maximum fat, it should not be anything else. The same applies to the entire line, picnics, bellies, hams."

## First Annual MIMPA Convention A Success

"An overwhelming success" and a "wonderful time" was acclaimed by the 79 people who attended the recently-held first annual convention of the Maine Independent Meat Packers Association at Bethel, Me.

The principal speaker on the opening night of the two-day convention was Dr. F. Warren Tauber, manager, food and packaging research, Visking Company. Dr. Tauber discussed the development of new foods and equipment to feed spacemen and some of the problems connected with the job. He also spoke at the Sunday morning business session on some of the problems encountered in sausage manufacture and their remedies from the standpoint of the scientist.

Other speakers at the Sunday meeting were John A. Killick, executive secretary of the National Independent Meat Packers Association, and John Krauss, vice president of NIMPA's eastern division. Killick outlined the work being done by NIMPA and the work of other state associations. He compared their problems with the national problems of NIMPA and gave the group several ideas for future action. Krauss spoke concerning some of the things the Eastern Meat Packers Association has accomplished, the difficulties the group has encountered and how EMPA has accomplished its objectives. He also was active in the discussion of the relative merits of different types of sausage equipment now appearing in the industry.



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## U. S. January-September Meat Imports Up 126% Over 1957

Foreign meat entered the United States in unprecedented volume during the first three quarters of the year. Volume of meat imports hit the all-time record of 586,505,000 lbs. for about a 126 per cent increase over last year's 259,644,000 lbs. in the same months.

By far the largest class of meat was fresh beef and veal—255,961,000 lbs., mostly from countries "Down Under." This was an increase of about 354 per cent over the 56,404,000 lbs. imported in the same nine months of 1957. Imports of cured beef at 79,380,000 lbs. were up 420 per cent over the 15,254,000 lbs. which entered in January-September 1957.

Meat and food products inspected when offered for importation, January-September 1958, amounted to:

Commodity	January-September 1958	1957
	(1,000 Pounds)	
Fresh beef, veal	255,961	56,404
Fresh lamb, mutton	17,854	1,780
Fresh pork	33,249	15,254
Cured beef	79,380	15,254
Cured pork	7,639	5,671
Canned beef	82,130	70,077
Canned pork	92,648	81,661
Canned, other	9,567	4,880
Sausage	810	250
Miscellaneous	7,287	7,000
Totals	586,505	259,644

## Florida Packers Meet

An enthusiastic meeting was held recently by the Florida Meat Packers Association in Orlando, Fla. Besides association members, those present at the meeting included J. O. Pearce, Jr., Florida Cattlemen's Association; Ledley Wear, president, and George Young, vice president of the Florida Beef Council, and Raymond Barnes, legislative consultant.

The general legislative strategy of the association was discussed at the meeting and a committee was appointed by the association's president, Ralph K. Gee, to continue the work.

## Beef Rise May Outrun Human Population—Cornell's De Graff

Cattle and beef suppliers might "outrun" human population and demand in the next two years, declared Dr. Herrell DeGraff of Cornell University at the recent convention of the Nevada State Cattle Association in Elko. Dr. DeGraff added that "although the nation can use more beef year by year, we are headed up in cattle numbers at a rate of three to four million a year."

"If we parallel previous cattle number cycles," he added, "the herd buildup can give us trouble in 1960."

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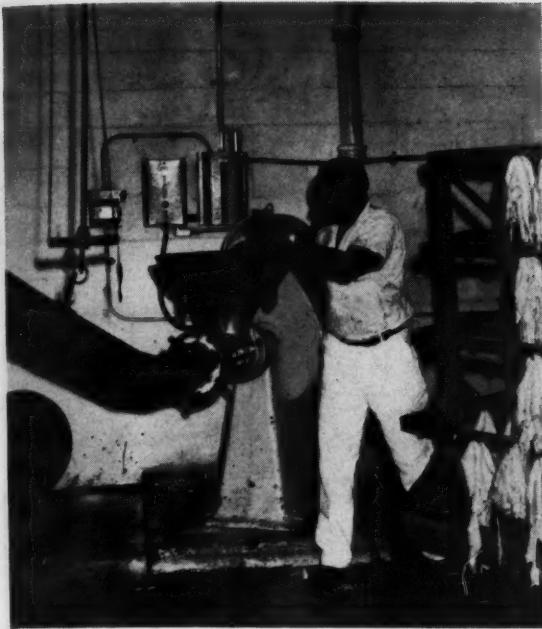
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## Ohio Packinghouse

### Discoveres Dry Ice Does a Speedy Job In Chilling Lard

RAW fats are first put through grinder which discharges into a stainless steel tube. The fats are pre-chilled for better grinding. The tube empties directly into the dome of the insulated dry melter. The tube is hinged so that it can be removed for cleaning or swung out of way when it is not being used.

A QUALITY problem has been faced and conquered ingeniously by the Ohio Packing Co. of Columbus, Ohio, in connection with the firm's relatively small lard operation.

Settled lard was formerly chilled at the Ohio plant by pumping it into a jacketed kettle in which it was agitated while fresh water was circulated through the jacket. This procedure had a double disadvantage; the constant agitation lowered the lard's quality by a slight degree, and it was a slow task. During the summer months six to seven hours of agitation were required to chill thoroughly the 1,700-lb. vat charge.

In seeking an economical way to chill the firm's limited production—about 16,000 lbs. per week—Jerry Corwin, plant superintendent, and Edward L. Wilke, president, decided to explore the use of dry ice as a direct refrigerant. They reasoned that since dry ice was being used in processing and handling hamburger, pork trimmings and canned meat emulsions, why not lard? They consulted with the chemist of their dry ice supplier, Pure Carbonic Co., and were assured that there would be no problem.

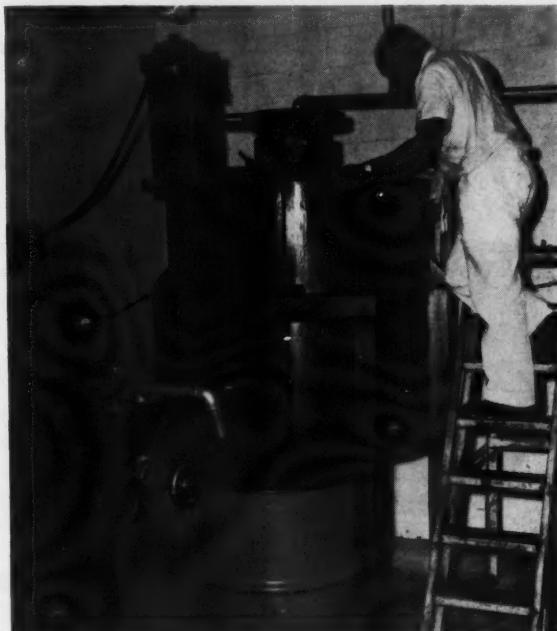
Management ran a few tests and then used the dry ice-chilled product in their homes. Six Wilke brothers are associated in the business, so with Corwin's cooperation, seven kitchens tested the lard in deep fat frying, baking and normal cookery. The results of these informal tests were excellent.

Officials then discussed the technique with the health department of the city of Columbus, which gave them a tentative verbal approval. At this juncture the firm introduced the lard to some of its customers. The reaction was excellent since the new technique, by shortening the chilling cycle, improved the quality of the lard.

The fats intended for lard production are chilled in the offal cooler and then trucked to the rendering department which is housed in a separate building. All the fats, such as leaf, fat trimmings, etc., are first ground through a Boss grinder with a 1-in. plate. The ground fat goes directly into a stainless steel funnel and pipe that discharges into the Boss 6,000-lb. dry melter. The tubing is hook anchored so that it can be swung out of position when not in use or removed for cleaning.

The rendered lard is pumped through a filter and then into a heated settling tank to remove the last traces of moisture. From here, the lard is pumped into the cooling vat which holds about 1,700 lbs. This tank is equipped with a V-belt-driven agitator arm that moves at about 40 rpm. A total of 12 lbs. of granulated dry ice is then added to the hot lard in two charges. Two charges are used in order to get better dispersion of the dry ice throughout the fat.

After the dry ice is added, the agitator shaft operates



HOT LARD is pumped into this kettle, dry ice is added for rapid chilling and the fat is agitated. Chilling time for the 1,700-lb. vat charge has been reduced from six to seven hours to one hour.

for about one hour. The lard temperature is pulled down from about 140° F. to around 80° F., at which temperature it is a semi-solid. It is pumped into a suitable container, generally a drum, and trucked to the order assembly cooler for further chilling. Chilling continues at a slower rate even after the lard is pumped into the drum so that the lard is solidified.

The dry ice chilling technique is especially adaptable to the small-scale production of the plant, states Wilke. Using this rapid method, the capacity of the chilling vat is greatly increased so that it will be able to handle an expansion in production when the new killing department is fully operational. It is estimated that weekly production of lard by the Columbus packinghouse will then be in the neighborhood of 20,000 pounds.

A leading industry fat scientist comments that the system probably possesses the advantage of excluding air from lard during the chilling process since the free CO<sub>2</sub>, being heavier than air, settles at the top of kettle to form a barrier to entry of air. The technique does not add any moisture to the product and all of the granulated dry ice is sublimated during the chilling period, it is reported.

### Suggest Tighter Packaged Meat Rules for Oklahoma

Proposed amendments to tighten Oklahoma regulations governing sale of prepackaged meat have been approved by the agriculture committee of the state legislative council. Amendments approved by the committee included one which would require that all prepackaged meats and other foods

show the date of packaging by calendar date or by code. Other proposed amendments would require:

1. That all fresh red meat sold prepackaged show the grade of the meat.
2. That when stop-sale orders are issued to any store because of a weight shortage, a copy of the stop-sale order be posted on the front door of the store and remain there for at least 24 hours.

3. All prepackaged meats sold by price per pound, where the weights are other than in even pound or pounds, be required to show correctly the price per pound, the meat weight and the total price.

4. Prepackaged fresh red meat to be weighed at least within the 48-hour period before it is offered for sale, with the date of weighing to be shown on the package.

EXECUTIVE OFFICE: 2811 Michigan Ave., Detroit 16



DRY ICE chilling sets up the lard. Some of the product is being examined by Edward L. Wilke, president; Jerry Corwin, plant superintendent and originator of method, and Richard Earley, render-

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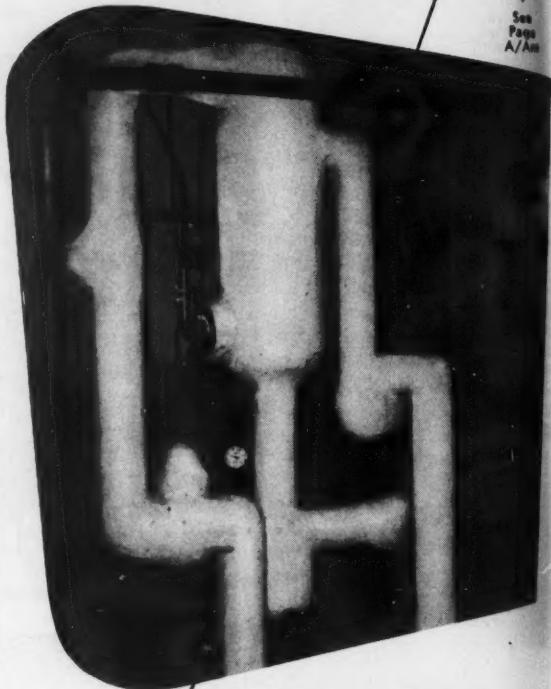
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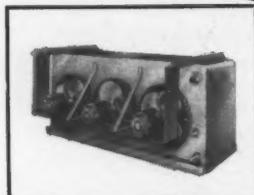
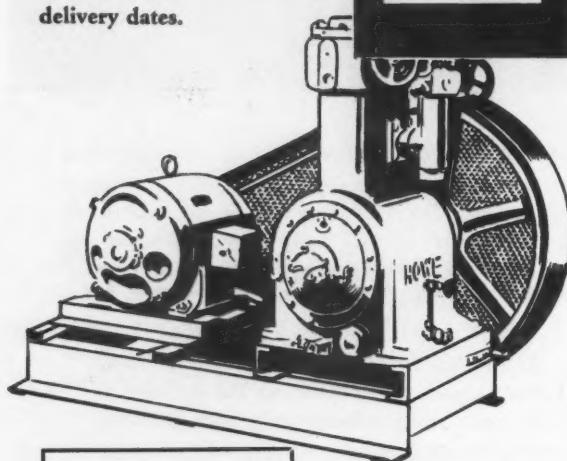
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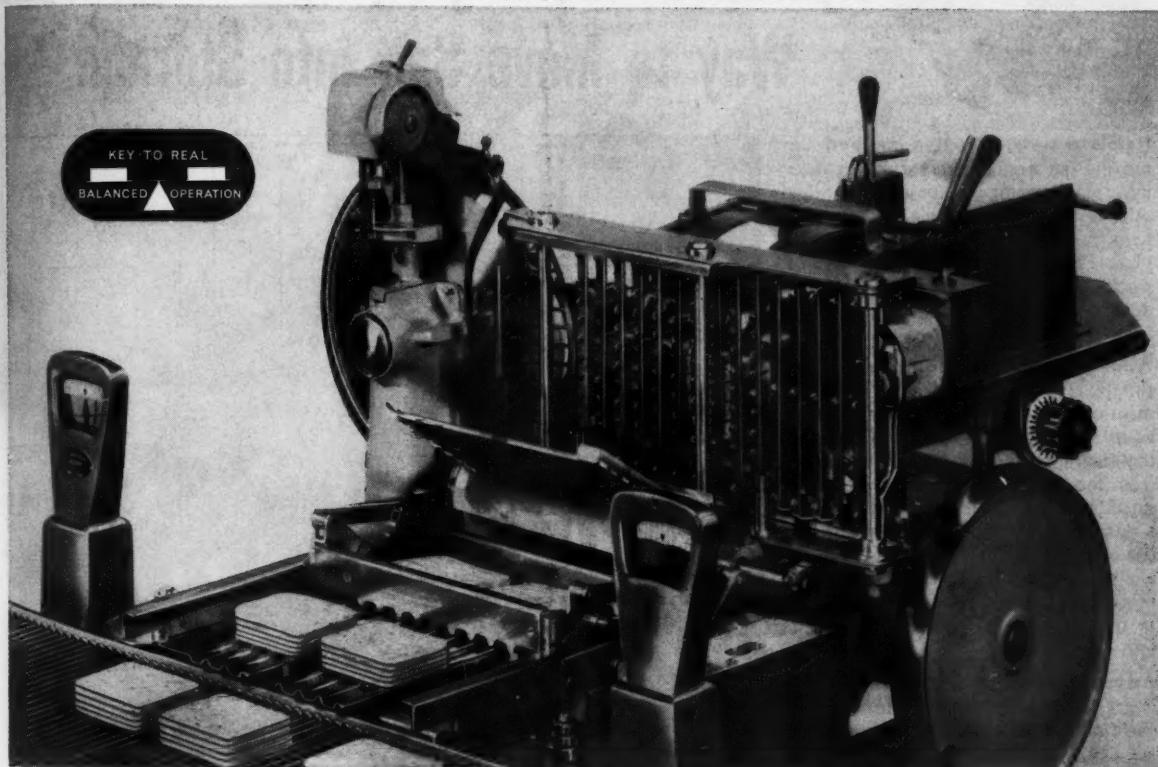


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by INTERNATIONAL SALT COMPANY, INC.



## Hydraulic Handling—Quick, Economical Way to Move Salt into Storage

Here's a new, effective method for moving salt from delivery cars or trucks into plant storage, without disrupting other operations. Hydraulic Handling systems, already in operation in several plants, have eliminated the expense of mechanical unloading equipment, and cut down considerably on man-hours needed to do the job.

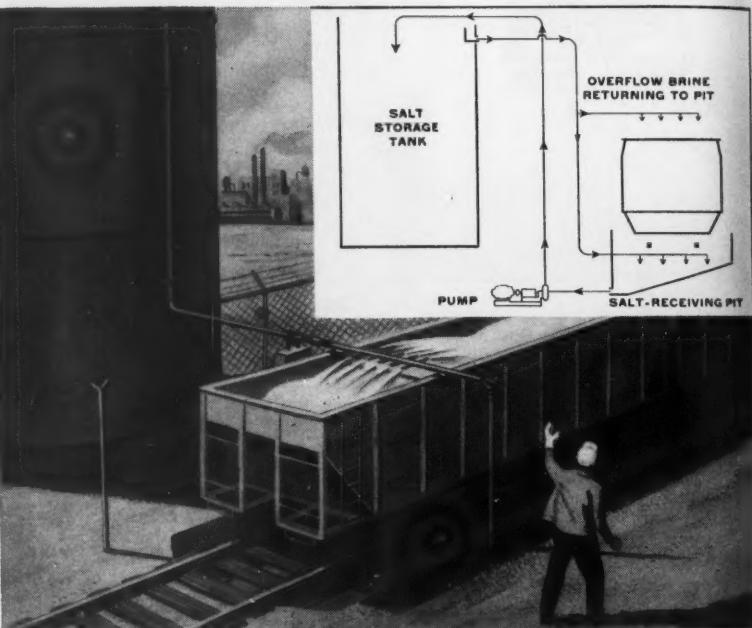
**What is Hydraulic Handling?** Very simply, Hydraulic Handling is the movement of granular salt in circulating saturated brine, through pipes. Referring to the diagram, you will note that dry salt from the hopper car is mixed with saturated brine in a salt-receiving pit, to form a slurry of the saturated brine and undissolved salt. This slurry is pumped through a pipe to a salt-storage tank. Overflow brine from the tank continuously returns to the slurring pit to carry more salt into storage.

**Advantages of Hydraulic Handling.** Every Hydraulic Handling installation has a number of exclusive advantages:

1. **Great flexibility.** Because *pipes* do the work of carrying salt, a Hydraulic Handling system can be installed anywhere in the plant. Piping is flexible, and can be run where it won't interfere with other plant operating activities.
2. **No need to move existing equipment.** Machines that might obstruct mechanical handling equipment simply don't get in the way of a Hydraulic Handling installation.
3. **Long life, low maintenance.** You need no safety guards...no roofing to protect salt from weather...no belt conveyors, eleva-

tors or similar pieces of mechanical handling equipment. Also, there is never any salt dust that might corrode vital plant equipment. As a result, Hydraulic Handling installations have a long life, with very little maintenance expense.

4. **Unlimited capacity.** Hydraulic Handling systems can be designed to unload, move and store any amount and type of salt—rock or evaporated. Whatever your specific unloading needs, Hydraulic Handling can satisfy them.



POSSIBLE HYDRAULIC HANDLING INSTALLATION

tors or similar pieces of mechanical handling equipment. Also, there is never any salt dust that might corrode vital plant equipment. As a result, Hydraulic Handling installations have a long life, with very little maintenance expense.

4. **Unlimited capacity.** Hydraulic Handling systems can be designed to unload, move and store any amount and type of salt—rock or evaporated. Whatever your specific unloading needs, Hydraulic Handling can satisfy them.

**You can get more information** on how Hydraulic Handling can work in your plant to cut down salt-unloading and salt-handling expense from International Salt Company. One of our experienced Sales Engineers will be glad to work with you to determine the best system of Hydraulic Handling for your specific needs. He can also help you use salt efficiently in *all* your plant operations needing salt or brine.

Behind this qualified salt specialist are all the resources and experience of International Salt Company. We produce both Sterling Rock Salt and Sterling Evaporated Salt in all types and sizes... plus automatic equipment for making brine from both kinds of salt. So our sales engineer can recommend the type and size of salt most perfectly suited to your needs. He can also recommend the most efficient and inexpensive methods for storing, handling or using salt or brine. Ask him... send a card or letter to International Salt Company, Inc., Scranton 2, Pa.... or contact our nearest sales office.

### INTERNATIONAL SALT CO., SCRANTON, PA.

Sales Offices: Atlanta, Ga.; Chicago, Ill.; New Orleans, La.; Baltimore, Md.; Boston, Mass.; Detroit, Mich.; St. Louis, Mo.; Newark, N. J.; Buffalo, N. Y.; New York, N. Y.; Cincinnati, O.; Cleveland, O.; Philadelphia, Pa.; Pittsburgh, Pa.; Memphis, Tenn.; and Richmond, Va.

Service and Research  
are the Extras in

# STERLING SALT

PRODUCT OF INTERNATIONAL SALT COMPANY, INC.

# Savannah Firm Builds Volume on Short, High-Grade Line

under federal inspection, it was built from federally-approved plans which were drawn by the architectural firm of Ben P. Ritzert, Savannah. The 110 x 110-ft. building is laid out for minimal product handling in all departments. The office and a four-door loading dock, which is larger than usual for this size of operation, lie along the front of the concrete and steel structure. Outside walls are of concrete block painted white. The office is attractively finished with walls of sand-blasted Georgia pine; ceiling of soundproofed Acoustile with indirect fluorescent lighting, and floors of green vinyl tile. Walls of the production areas are finished to a height

add more smokehouse capacity. Serious consideration is being given to construction of facilities for slaughtering cattle and hogs.

Production of 50,000 lbs. of manufactured meat is almost entirely limited to eight varieties of sausage. The company's "Tasty Bite" brand of skinless wieners accounts for about 60 per cent of the total volume. A small amount of fresh meat is fabricated by the Roger Wood firm.

Sausage kitchen capacity has been increased by the installation of new equipment including a large Buffalo stuffer. To speed the work and lower production costs, a number of different items are stuffed in 32-35 mm. hog casings. These consist of a pure pork sausage made in 10½-in. links; a mixed beef and pork sausage in 7-in. links; "Red Hots" in 4-in. lengths and country style pork sausage which is fine ground without chopping and seasoned medium. The red hots are made of medium ground pork and beef with hot seasoning and are colored a deep red.

Standard skinless wieners are stuffed in 24-mm. casings to average 11 links to the pound. Liver pudding is made of lean pork, hog livers and finely ground hog skins. The product is given braunschweiger seasoning and stuffed in medium beef casings.

Economy is achieved in packaging by standardizing on a fast-assembled, self-locking carton for numerous items. The 4 x 7¼ x 12¼-in. box size was adopted after careful calculations as possessing the greatest utility for packing different products. The bottom is heavily coated with cold-applied wax to make the light weight board stiffer and more durable. The cover is printed with the company's name in larger letters bordered by interlinking logs. A rectangular area is left open in the center for stamping the identity of the contents. Three different colors are used in printing to signify the type of product. Red signifies fresh sausage; brown is used for first grade wieners or smoked sausage, and blue is employed for lower grade product of the Savannah firm.

The firm's name is emphasized over particular brands in advertising. Gimmicks and giveaway programs are not considered practical. Product is distributed over a 60-mile radius and peddler trucks are used in more thickly-populated areas. Salesmen receive a salary and commission on tonnage. Little formal advertising is purchased other than a half-hour weekly national TV program and a few spot ads during the week. Regarding the firm's policy of limiting variety, Cy Wood says, "We make no



SAUSAGE LINKING MACHINES are mounted on plant-made tables equipped with rollers.

**O**PERATING on the principle that the production of high quality is more important to a small sausage concern than wide variety, the volume of business handled at the new plant of the Roger Wood Packing Co., Savannah, Ga., has been doubled in three years. When the plant was first opened in September, 1955 it was believed that capacity was large enough for many years to come, but at the present time space limitations are everywhere apparent in a building jammed with supplies and product; smokehouses operating 24 hours a day and a single silent cutter pushed to turn out over 100 loads of wiener emulsion a week.

The company is named after the deceased father of one of the owners, who founded the firm in 1934. Since that time the company has been reorganized and the plant relocated on a 5½-acre tract west of the city limits just off the highway leading northwest to Augusta. Management is in the hands of two youthful partners; Cy Wood is in charge of production and J. M. Solana supervises buying and sales. C. E. Walker is superintendent.

While the plant is not operated

of 6 ft. with a pale green Spectra-Glaze tile, made by the Tidewater Products Co., Charleston. This tile has a fine-grained surface and is firmly bonded to the one side of a high grade concrete block.

Incoming and outgoing materials pass through different ends of the long dock and are weighed on a Toledo platform scale. Raw material is transferred directly to the holding freezer or boning room. Orders leave the plant at the opposite end of the dock where trucks are loading.

Plans are under way to build a 40 x 40-ft. dry storage room and to



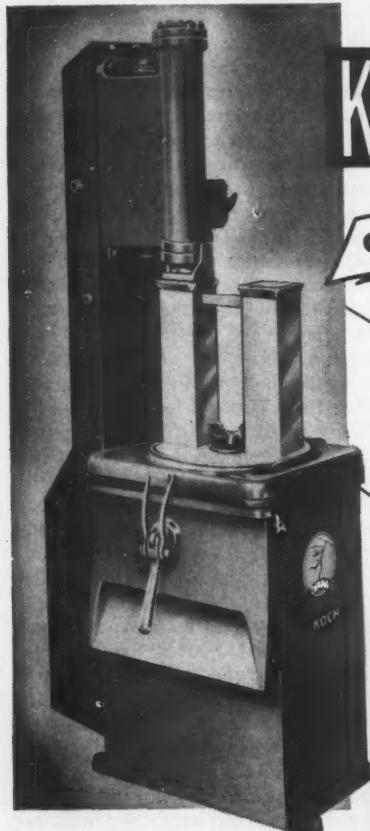
COMPANY'S TV advertising is reviewed by partners Cy Wood and J. M. Solana.

attempt to originate products but endeavor to improve and perfect items already proved to have a popular regional appeal." A much-publicized slogan is, "If it's Roger Wood you know it's good."

Refrigeration is centered in three 3½-in. x 4½-in. high-speed Frick 20-ton ammonia compressors which are interconnected; any two machines can carry the full load of the plant. Discharge gas is condensed in a water-cooled shell and tube condenser. Cooler evaporators are largely of the overhead finned-coil type. Steam is generated in a packaged Powermaster boiler manufactured by Orr and Sembower, Inc., Reading, Pa. Water for plant needs is supplied from deep wells by Lane-Atlantic pumps.

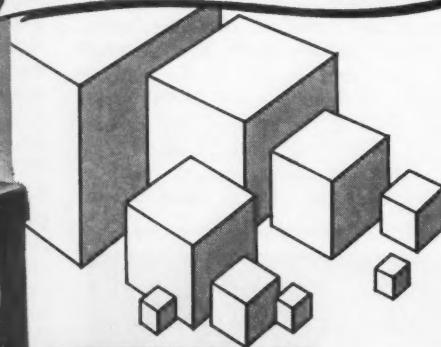


ABOVE: General utility box, imprinted in different colors, is used for packing a number of products. BELOW: Three-year-old Savannah establishment is already straining its seams.



## Precision FOOD DICER

CUTS PERFECT CUBES



**KOCH**  
EQUIPMENT CO.

Save time, money and exertion with this versatile machine. It cuts meats, fruits and vegetables—cooked or raw. Will even handle semi-frozen material. Produces smooth blocks, without crushing or tearing. Dimensions of product can be controlled between 3/16" and 2". Produces cubes, strips, or slices.

When funnel is empty the cutting blades come to a standstill. They do not mash or heat the residue on them.

Made in Germany, with German precision and economy. Two sizes, with hourly capacity from 300 pounds to 3,000 pounds.

Write or telephone, and find out how much you can do with this machine.

2520 Holmes St. / Kansas City 8, Mo. / Victor 2-3788



High quality franks with superior cure-color are heat processed in up to 50% less time when NEO-CEBITATE is added to emulsion.

## NEO-CEBITATE® Cuts Heat Processing Time for Franks to 75-90 Minutes...Improves Color Too

Studies conducted by the American Meat Institute Foundation show that you can give franks longer-lasting color at considerable savings in processing time—without sacrificing quality; sodium isoascorbate makes this possible.

A.M.I.F. researchers ran tests on three different types of commonly used frankfurter emulsions\* and added  $\frac{1}{2}$  oz. of sodium isoascorbate per 100 lbs. to half of each type of emulsion. Untreated franks were heat

processed for 120 to 150 minutes, while those containing sodium isoascorbate were processed for 75 to 90 minutes to the same internal temperature. Both groups were smoked for the same length of time.

All franks—with and without sodium isoascorbate—scored high on flavor, texture, and peelability. However, the franks treated with sodium isoascorbate showed a brighter initial cure-color and a slower rate of fade in the display case. This means not

only greater eye appeal and longer shelf life but more efficient production as well.

Gain these advantages by using NEO-CEBITATE or NEO-CEBICURE (Merck brands of sodium isoascorbate and isoascorbic acid), especially developed for the meat industry by Merck. Packers using NEO-CEBITATE or NEO-CEBICURE find they can increase production when smokehouse capacity is limited and save on labor and operational expenses when increased output is not required.

NEO-CEBITATE and NEO-CEBICURE offer all the curing benefits of sodium ascorbate and ascorbic acid yet cost less to use. They are M.I.D. approved for curing all beef and pork products.

For literature and samples, contact your local Merck representative or write directly.

MERCK & CO., INC.  
Rahway, N. J.

NEO-CEBITATE and NEO-CEBICURE are registered trademarks of Merck & Co., Inc.

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### RESULTS OF A.M.I.F. STUDY

	Franks cured by conventional process	Franks cured with NEO-CEBITATE (sodium isoascorbate, Merck)
Heat processing time	120-150 min.	75-90 min.
Flavor and texture	good	good
Peelability	good	good
Rate of color fade	3 days	4-5 days

**KVP**, the paper people, are specialists in the field of protective papers for meats. We manage and conserve 3,400,000 acres of forest from which we make pulp and paper. We create package designs, make our own inks, do our own printing. You will find us a most dependable source of supply.



## Sold on sight...Thanks to colorful KVP Laminated Ham WRAPS

Your packaged ham designs virtually come "alive" and make the sale on KVP Laminated Ham Wraps. Superior papers, which we make ourselves, provide the perfect printing surface for the true-to-life colors and appetite-appealing illustrations that make your package able to dominate a meat counter display.

And the commanding outerwrap is just part of the KVP Ham Wrap story. KVP innerwraps are made to meet your special require-

ments. We laminate two or three sheet combinations—providing you with pre-gathered wraps that cut labor costs.

Write for samples, and information.

**Other KVP Papers for Packers:** Barrel Liners • Box Liners • Bacon Wraps • K-50 Freezer Paper • Printed Overwraps for Frozen Meats • Wraps for Green Hams and Bellies • Veal Wraps • Fore and Hind Quarter Wraps • Primal Cut Wraps • Portion-Control Sheets.



...the paper people

**THE KVP COMPANY**  
KALAMAZOO, MICHIGAN

HOUSTON, TEXAS • DEVON, PENNSYLVANIA  
STURGIS, MICHIGAN • ESPANOLA, ONTARIO  
HAMILTON, ONTARIO • MONTREAL, QUEBEC

## Pork Roll Packer Gets Rid of Mold

By J. C. Hoffman, Lamp Division, Westinghouse Electric Corporation



EVEN UNDER the best sanitary conditions and inspection, mold occasionally grows on the surface of meat and meat products. Case's Pork Roll, Inc., Trenton, N. J., was recently faced with such a problem; mold developed on the outside of sausage during humid months.

Mold formation was first attacked at the firm's Centennial avenue plant, where pork rolls are cured. Attempts to eliminate mold formation by various methods were unsuccessful. Company managers then decided to install a system of ultraviolet germicidal lamps, generating rays that destroy air-borne bacteria and mold. The formation of mold and slime was completely eliminated, and meat spoilage during the curing process stopped.

The firm then installed ultraviolet germicidal lamps in its Washington street plant where a similar problem existed. In that plant, pork cuts are uniformly ground, conditioned, and cured for 36 hours in a cooler at about 32° F. The pork is then stuffed in cloth bags and smoked for another 24 to 36 hours. After that, the smoked pork rolls are hung on racks and cured for 48 hours at 40° F. This is a critical curing stage during which it is important to guard against surface mold and bacteria. For this protection, ultraviolet radiations from a system of germicidal lamps are used. They effectively keep the circulating atmosphere free from air-borne mold and bacteria, which otherwise develop rapidly in the humid air of the plant.

Ultraviolet lamps are sometimes used in other types of meat holding areas and walk-in boxes to provide ozone. Ozone is primarily a deodorant, but when combined with the moisture in a humid atmosphere it is an effective fungicide and bactericide.

This "double barreled" germicidal action prevents spoilage and is reported to provide complete protection from mold and slime.

In the final operation at Case, pork rolls are vacuum packed in air-tight sanitary plastic bags and stored in a warehouse area to await shipment. There, a system of germicidal lamps

IN HOLDING cooler at Case company's plant, pork rolls are cured for 48 hours at 40° F. Bactericidal lamps are mounted on the ceiling to disinfect the air in this room. Similar lamps are used in the area where pork rolls are held for shipment to eliminate air-borne contamination which might later affect the product.

"watches over" the stored pork rolls until they are shipped. Russell Case, vice president of the company, says that since the lamps were installed, returns due to spoilage have been reduced to practically nothing, and the lamps have paid for themselves.

## New Zealand Studies Canada Meat Market For Exports

New Zealand is sending two meat board representatives to Canada to study market conditions, in line with the board's declared policy of expanding exports to markets outside the United Kingdom. New Zealand's meat exports to Canada have grown rapidly during the past year.



FRESH TRIPE, one of the variety meats shipped to the food and restaurant trades through wholesalers and jobbers throughout the country by the Spencer Packing Co. of Spencer, Ia., is being packed 100 lbs. to the wirebound box. After being packed and closed, the boxes are stacked on wheeled floor trucks seven or more high and taken to storage or the loading dock for shipment. Despite the prevalent wetness of the contents and surroundings, there is no danger of these containers being weakened or collapsing during handling or shipment. Between 30,000 and 40,000 lbs. of fresh edible offal are packed daily at the Spencer plant. Tom Mehesen, Spencer president, says that the company uses the boxes because of their strength and has discovered the handling capacity of workers with wire-bound boxes is great because of the accessible hand holds provided by the end cleats.



## Patapar® ham boiler liners reduce shrinkage

Packers are increasing the yield of boiled hams by wrapping them in creped Patapar Vegetable Parchment before cooking. The wet-strength, grease-resisting Patapar helps prevent juices from escaping into the cooking water. Juices are reabsorbed by the ham. Shrinkage is reduced. Flavor is improved, too.

Want to try it? Usual sizes are 22"x22" and 24"x24". We'll gladly send you testing samples.

### Have you seen the new Patapar® LUSTER® Parchment wrappers for hams and bacon?

The unique brilliance of Patapar Luster Parchment brings new glamour to hams and bacon. These special plastic coated wrappers combine glossiness with Patapar's wet-strength and grease-proofness. We'll furnish the wrappers beautifully printed with your present wrapper design... or if you wish, we'll create a colorful new design for you.

For more information and samples, write telling us your requirements.

# Patapar®

VEGETABLE  
PARCHMENT

HI-WET-STRENGTH • GREASE-RESISTING

HEADQUARTERS FOR VEGETABLE PARCHMENT SINCE 1885



## Flashes on suppliers

KARTRIDG-PAK MACHINE CO.: HAROLD M. MAYER, president of the wholly-owned subsidiary of Oscar Mayer & Co., sausage processor, has announced the purchase of Mojonnier Associates, Inc., and the Mojonnier-Dawson Co., both of Franklin Park, Ill. Mayer said that the Mojonnier purchases involved the assets of the companies, including aerosol filling machinery, dairy equipment, inventories, and patents. GEORGE W. HEATH of Oscar Mayer & Co. will be general manager of the newly-formed division of Kartridg-Pak Machine Co. ALBERT B. MOJONNIER, president of the two Mojonnier firms, will continue as a member of the management.

EKCO-ALCOA CONTAINERS, INC.: The appointment of JAMES P. O'BRIEN to New York representative for industrial sales of this Wheeling, Ill., foil packaging firm has been announced by R. WELLS SIMMONS, general sales manager. O'Brien replaces ART MOSES, who was recently promoted to industrial sales manager.

THERMO KING CORP.: This manufacturer of mechanical refrigeration equipment for trucks and trailers, ship and rail, is consolidating all of its operations under one roof as of November 15, according to J. A. NUMERO, president. The firm's general offices, engineering and service departments will move to 44 S. 12th St., Bloomington, a Minneapolis suburb.

MILLER & MILLER, INC.: The appointment of PAT CUNNINGHAM as Midwest sales manager, carton division, Miller & Miller, Inc., Atlanta, Ga., has been announced by R. S. MILLER, president. Cunningham, who was formerly with Marathon Corp., will work out of Chicago.

B. H. BUNN CO.: JOHN MAYE ASSOCIATES, Milwaukee, has been named to represent the package tying machine in the eastern two-thirds of Wisconsin, it was announced by RICHARD B. BUNN, vice president.

FIRST SPICE MIXING CO., INC.: This New York City producer of seasonings, spices and curing materials has announced it is doubling the size of its Toronto, Ontario, Can., plant by about 10,000 sq. ft.

THE GRIFFITH LABORATORIES, INC.: This Chicago seasoning and flavors firm recently had an open house to dedicate its new eastern headquarters. The new plant is at 855 Rahway Ave., Union, New Jersey.

now... handy smaller size... new features

# Tote Boxes

by WEAR-EVER



Smooth, rounded,  
easy-to-clean  
corners.

Exclusive  
Open Bead  
design

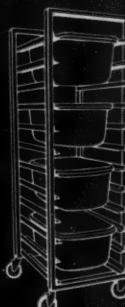
#35 Over-all Size:  
34 3/16" x 16 7/8" x 12"

#24 Over-all Size:

23 7/8" x 17 1/16" x 10 3/8"

Strong, smooth  
one-piece handle

Dolly available for #35  
shown at left.



#24 available  
without handles  
to fit Cres-Cor Pan Rack



Stack  
when filled



Nest  
when empty

You asked for it... a smaller version of the famous Wear-Ever #35 Tote Box. It's our new #24, shown at top in the above illustration, and it's available now.

We've designed it particularly for you whose needs call for a lighter, smaller, easier-to-handle container. It is available without handles, to fit perfectly in a Cres-Cor pan rack.

This new box incorporates the same quality construction features as our standard size box—special extra hard wrought

Wear-Ever Aluminum Alloy, sanitary open bead and extra strong, double-embossed bottom.

Like its big brother, shown in the smaller photo, this new box stacks when full, nests when empty and is available with your identifying imprint on side or end, if desired.

For full information on our complete line of food handling items, call your local Wear-Ever man, or send coupon below.

Ask us about special equipment to your specifications

WEAR-EVER ALUMINUM INC.

411 Wear-Ever Bldg., New Kensington, Pa.

GENTLEMEN: I'd like to know more about your Tote Boxes and other handling equipment.

Send me your catalog.  Have your representative see me.

NAME.....

TITLE.....

Fill in, clip to your letterhead and mail today.

NEW IDEA! Wear-Ever's new Nickel Scouring Cloth. Won't scratch, won't mar, far outlasts ordinary scouring cloths. At your dealer's.



## WEAR-EVER ALUMINUM UTENSILS

WEAR-EVER ALUMINUM INC.  
WEAR-EVER BLDG., NEW KENSINGTON, PA.

THE NATIONAL PROVISIONER, NOVEMBER 15, 1958

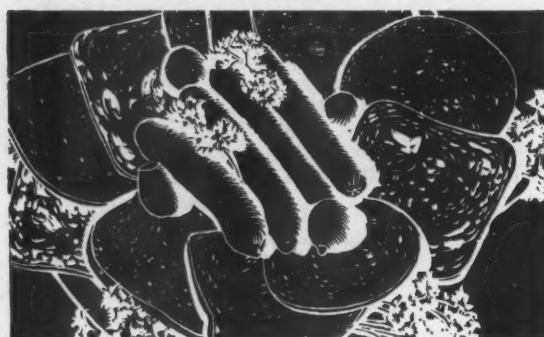
## 3 WAYS TO MAKE GOOD PRODUCTS BETTER



**Zest** Staley's Monosodium Glutamate brings out the full-bodied goodness of natural meat flavor. Try it in your own sausages, canned meats, meat loaves and taste the difference a few pennies can make. Easy to use, no formula changes.



**Soy Flour**—Staley's improved Meat Packers Soy Flour gives your meat products better appearance, better texture, less shrinkage. Superior blending properties. Easy to use. Retains more fats and moisture for better eating.



**Hydrolyzed Vegetable Protein**—Staley's new flavor discovery builds eye-appeal too! Natural flavor building characteristics never upset delicate flavor balance. You get better meat products and enjoy better meat sales.

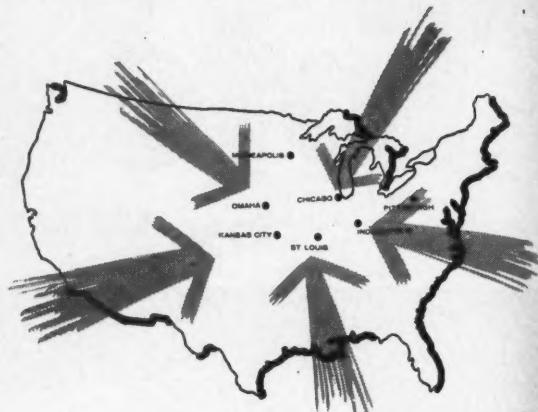
See the Man from Staley's for further details on these and other profit-building products for the Meat Packing Industry. Or write direct for more information.



A. E. STALEY MFG. CO., DECATUR, ILL.  
Branch Offices: Atlanta • Boston • Chicago • Cleveland • Kansas City  
New York • Philadelphia • San Francisco • St. Louis

## HIGHEST PRICES PAID!

for all FEDERALLY INSPECTED FATS



Get HIGHER PRICES for your EDIBLE Beef and Pork fats. We will arrange for pick-up.

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1-2255  
Call Collect

## CHICAGO REFINING CORP.

9101 S. Baltimore Ave. Chicago 17, Illinois  
U. S. Insp. #1269

flavor's great...  
**PROFITS ARE GREATER**

Choice beef, tastefully seasoned and deliberately slow cured gives Harding's that wonderful flavor. Sell the corned beef that sells itself — and means bigger profits for you!

**Harding's**  
CORNED BEEF

**JOHN P. HARDING**  
MARKET CO.

728 W. Madison St. Chicago 6, Ill.

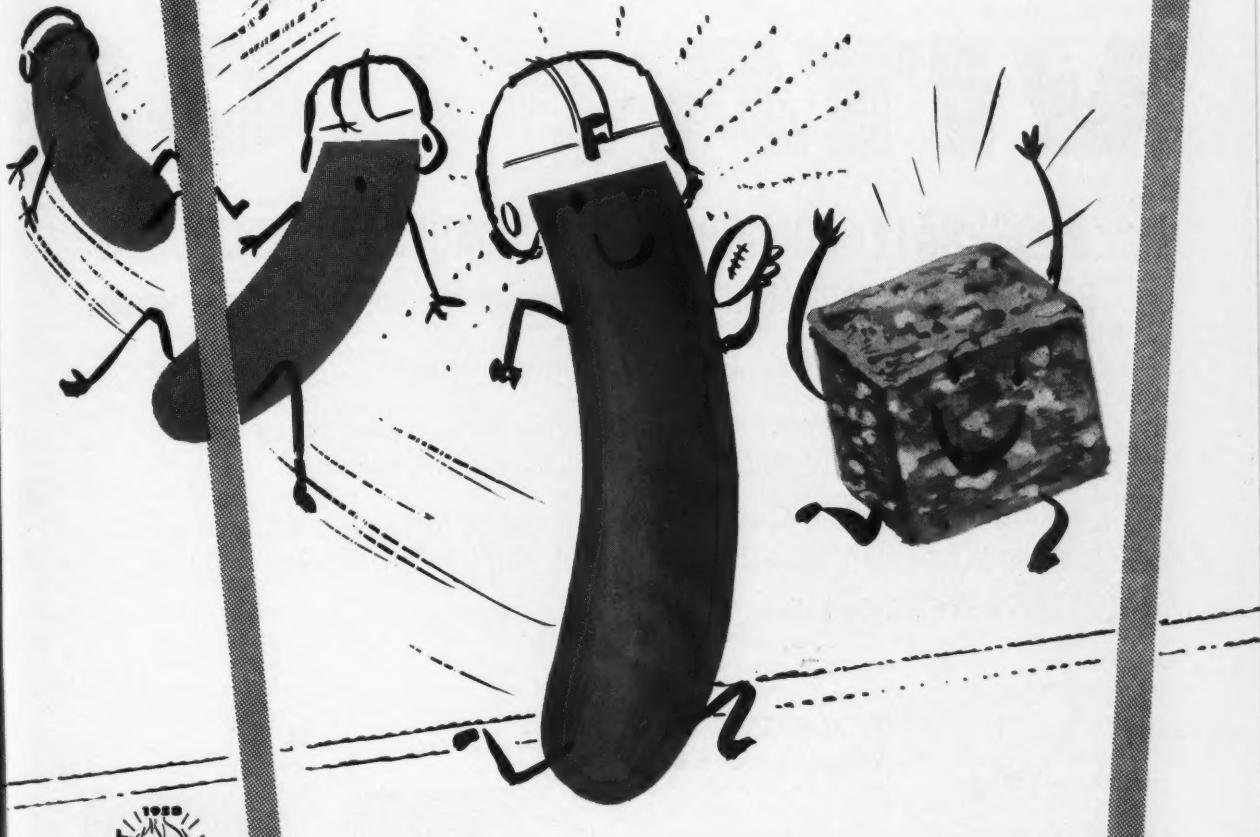
Phone: STate 2-8050

# Score a Flavor Touchdown with



## FRODEX<sup>®</sup> CORN SYRUP SOLIDS

It's the flavor that "scores" with your customers! Keep the natural meaty goodness and the delicate spice flavors at their peak of tastiness by adding FRODEX (Corn Syrup Solids) to your sausages, canned and luncheon meats, bolognas, and frankfurters. You'll discover FRODEX also binds meat particles into a firm eating texture and stabilizes the moisture content to minimize shrinkage and watering-off. FRODEX also controls oxidation and guards against loss of appetizing natural color. Leading packers depend on FRODEX to make their meat products all-round winners.



See page J/Am

For full information, write to our Technical Sales Service Department

**AMERICAN MAIZE-  
PRODUCTS COMPANY**

250 PARK AVENUE • NEW YORK 17, N.Y.

ATLANTA • BOSTON • BROOKLYN • BUFFALO • CHICAGO  
DENVER • FORT WORTH • GRAND RAPIDS • LOS ANGELES  
MEMPHIS • PHILADELPHIA • PITTSBURGH • PORTLAND  
ST. LOUIS • ST. PAUL • SAN FRANCISCO • SEATTLE

*It's the* **VITAPHOS** *that counts*

*that's why  
they all use*

# VITAPHOS

Patent Pending

## PHOSPHATE COMPOUND FOR EMULSION PRODUCTS

Restores "Hot Bull Meat" binding power to cold or frozen meats.

**Increase Yield:** through better juice retaining powers.

**Better Appearance:** through emulsification of fat and fuller cure development.

**Reduce Emulsion Costs:** through use of lower priced fats and meat cuts without danger of fat separation or short meats.

**Increase Shelf Life:** in prepackaged items.



**try a sample drum...**

Write or phone today!

Sole Manufacturers of the Famous

**FLAVOR-LOK** —Natural and Soluble Seasonings

**VITAPHOS** —Phosphate for Emulsion Products

**VITA-CURAID** —The Phosphate Compound for Pumping Pickle

**TIETOLIN** —Albumin Binder and Meat Improver

**SEASOLIN** —Non Chemical Preserver of Color and Freshness



**FIRST SPICE**

Mixing Company, Inc.

NEW YORK 13, N.Y. — 19 Vestry Street

SAN FRANCISCO 7, CAL. — 185 Arkansas St.

TORONTO 10, CANADA — 98 Tycos Drive

## Silver Anniversary Meeting for Renderers

[Continued from page 27]

control for cottonseed meal is complicated by the presence of gossypol. Heat is required to destroy the trypsin inhibitor in soybean meal to obtain maximum value. Heating beyond this maximum damages protein quality.

**FATS IN FEEDS:** In a test ration broilers have been fed up to 65 per cent animal fat; this diet contained no carbohydrates and pure proteins were used to supplement the fat, reported Dr. Gerald F. Combs, professor of nutrition in the department of poultry husbandry, University of Maryland. He presented the results of various feeding tests involving the use of added animal fats. Table 1 shows the results of some of these tests. With mash feeds, which seem to be able to absorb a higher level of fat, a feeding efficiency of 2.31 was achieved with 0 to 4 per cent added fat and 2.08 was reached with 8 to 15 per cent added fat. With pelleted feeds, the efficiency at 2 per cent added fat was 2.21 and was 1.99 at the 10 per cent fat level. In all these diets fat was substituted as part of the energy factor.

Table 2 shows the results of a series of ration trials; broilers fed 0 to 4 per cent fat had a feed conversion



NRA 25-year veterans on hand for the silver anniversary convention were (seated) George Norton of Norton & Co., Alexandria, Va.; Roger E. Morse, J. F. Morse & Co., Boston; Henry J. Schulte, Jr., Detroit Rendering Co., Detroit, and J. Kenneth Healy, Kavanaugh Products, Inc., Baltimore. Standing: Carl C. Baas, Inland Products Co., Columbus, Ohio; H. Ransley Sage, Mutual Rendering Co., Philadelphia; R. W. MacGregor, Kentucky Chemical Industries, Inc., Cincinnati, and John F. Moran, M. L. Shoemaker Co., Philadelphia.

Dr. Combs asserted. He held that neither animal nor vegetable fat is superior from the nutritional standpoint.

**25 FOR NRA:** Seven renderers from Detroit, Columbus and Cleveland, faced with the problem of 2c tallow, met in Detroit during 1931 at the invitation of Henry J. Schulte, sr., Detroit Rendering Co. This was the beginning of the National Renderers Association, according to Roger E. Morse, James F. Morse & Co., Boston, who presented a short history of the association at this year's convention. About the same time a group of metropolitan New York renderers under M. F. Peck had organized the Eastern Melters Association. Through a news story in THE NATIONAL PROVISIONER, Schulte learned of this group and invited the members to participate in his group's informal meetings. The renderers met in Detroit and Chicago in 1932, and Morse was appointed chairman of an organization committee to seek national support. The Association of American Producers of Domestic Inedible Fats was organized in December, 1933 with A. L. Buxton, Kentucky Chemical Industries, Inc., as its first president. One of the first accomplishments of the association was to obtain tariff protection against the price-depressing competition of coconut oil, available at 2c per lb. in tankers, New York. The organization name was changed to the National Renderers Association in 1942. Morse declared:

"Perhaps the most important lesson to be derived from the 25-year exposure of our association is this: All industry must face changing conditions, which are bound to be either for the better or for worse. Changes for the better are likely to result only from self-reliance, foresight, vigorous initiative and hard work. Surely research, supplemented by appropriate promotion, constitutes the best tool presently available to us."

The members were cautioned to be alert to the inequities that may result from formula contracting, a new practice by which some large food chains sell their fat and bone material on the calculated value the product is supposed to yield. Renderers were told to check their actual yields to see whether they correspond with what they purchase. Moreover, since pricing is done on the basis of the Chicago or New York market, it may not properly reflect pickup and other costs in an area such as Florida. The members were cautioned against bidding for this business on the theory that volume by itself is profitable.

**OFFICERS:** The association elected the following officers: Ralph Van Hoven, Van Hoven Co., Inc., St. Paul,

TABLE 1: EFFECTS OF PELLETING ON VALUE OF ADDED FAT IN BROILER RATIONS.

	MASH	PELLETED		
	0-4 Per Cent fat	8-15 Per Cent fat	2 Per Cent fat	10 Per Cent fat
Number Trials	5	5	2	2
Number groups	22	22	8	8
Number broilers	6760	6760	3200	3200
In 8 weeks, weight lbs.	2.81	2.92	3.08	3.07
Feed per unit weight	2.31	2.08	2.21	1.99
Energy per gram gain	5.17	5.04	5.11	5.05

efficiency of 2.24, while use of the high fat diet, 8 to 18 per cent, resulted in a conversion efficiency of 2.04. These tests involved the feeding of both pelleted and mash diets.

Table 3 shows that the average weight of 8-week-old broilers fed a pelleted diet having 2 per cent added fat was 2.93 lbs., while those fed a mash diet with 10 per

TABLE 2: ADDED FAT IN BROILER RATIONS  
(Pelleted and Mash Rations)

	LOW FAT SERIES 0-4 Per Cent	HIGH FAT SERIES 8-18 Per Cent Added
Number Trials	8	8
Number groups	60	52
Number broilers	23,200	18,760
Average 8-week weight lbs.	2.87	2.91
Feed per unit of weight	2.24	2.04
Energy per gram gain	5.11	5.02

cent fat weighed 2.90 lbs. Feed conversion efficiency was 2.20 for the 2 per cent fat pellet diet and 2.04 for the 10 per cent fat mash diet.

Inclusion of more or less animal fat in modern poultry feeds, in which as many as 60 ingredients may be em-

TABLE 3: SUMMARY MARYLAND BROILER TRIALS, 1957-1958

TRIAL	AVERAGE 8-WEEK WEIGHT LBS.			
	2 Per Cent Fat Level	10 Per Cent Fat Level	2 Per Cent Fat Level	10 Per Cent Fat Level
Series 18	2.79	2.78	2.29	2.16
Series 19	2.78	2.78	2.18	2.01
Series 20	2.92	2.84	2.09	2.01
Series 21	3.15	3.06	2.22	2.00
Series 22	3.03	3.02	2.20	2.04
Average	2.93	2.90	2.20	2.04

Each value is based on at least four groups of 400 broilers.

ployed, will depend on the comparative prices of the different materials that can be used as energy sources,

president; Martin J. Rubin, H. M. Rubin Co., Inc., Long Island City, N. Y., first vice president; Robert J. Fleming, National By-Products Inc., Des Moines, second vice president; John J. Hamel, Jr., Valley Chemical Co., Mt. Pleasant, Mich., executive director. It voted to retain the services of Miss Jamie Fox, Chicago, as secretary-treasurer. The following were elected directors of the national association by their respective areas: Wilbur Allaert, Allaert Acres, Carbon Cliff, Ill.; Jerome Cohen, Jacksonville Reduction Co., Jacksonville, Ill.; Robert Day, Tulsa Rendering Co., Tulsa; John H. Haugh, Tucson Tallow Co., Inc., Tucson; Seymour Heller, Denver Rendering Co., Denver; Gene Hopton, Inland Products Inc., Columbus, O.; Frank Hudnall, Cark Rendering Co., Marianna, Fla.; Benedict Hutson, Kavanaugh Products Inc., Baltimore; Lloyd Hygelund, Crown By-Products Co., Inc., San Jose, Cal.; Emil Kohn, Lincoln Farm Products Corp., Newark; Charles Leveck, Consolidated Rendering Co., Boston; R. W. MacGregor, Kentucky Chemical Industries Inc., Cincinnati; Roger E. Morse, Jas. F. Morse & Co., Boston; William Rosenberg, Joseph Rosenberg's Sons, Inc., Brooklyn; Robert C. Sage, Mutual Rend-



**ANIMAL NUTRITION** experts who addressed the convention included Dr. George M. Briggs, chief of the nutrition unit, National Institute of Health, U. S. Department of Health, Education and Welfare; C. A. Denton, acting head of the nutrition section, USDA poultry research branch, and Dr. Gerald F. Combs, professor of nutrition, department of animal husbandry, University of Maryland.

ering Co., Inc., Philadelphia; Myer O. Sigal, G. Bernd Co., Macon, Ga., and H. A. Yaffee, Sanitary Rendering Co., Inc., Sioux City, Iowa.

### Indiana Packers Organize

A new voice for the meat industry in the state of Indiana was born with the recent organization of the Indiana Meat Packers Association. The association will represent large and small meat packers and sausage processors.

The purpose of the organization is to foster a spirit of cooperation between its members and other groups and to deal with regulations and legis-

lation affecting the meat industry in the state. The association is shooting for an active membership of 300 packing and processing firms and will serve as a common meeting ground where members can exchange ideas and discuss mutual problems at a state level.

Leon Weil of Weil Packing Co., Evansville, was elected president of the group. Other officers of the new

state association elected were vice president, R. P. Elpers of Emge Packing Co., Anderson; secretary, Bruce Hunt of Stark, Wetzel & Co., Indianapolis, and treasurer, Robert S. Scott of Home Packing Co., Terre Haute.

George Lewis, vice president of the American Meat Institute, and John A. Killick, executive secretary of the National Independent Meat Packers Association, helped in organizing work.



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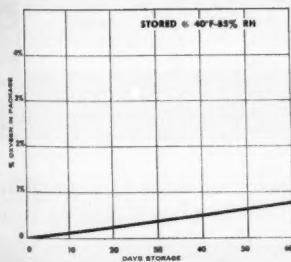
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# The Meat Trail...

## Poultry By-Product Converters Reactivate Association

The Poultry By-Products Association recently met at the Statler-Hilton Hotel in Washington, D. C., for the purpose of reactivating the four-year-old organization.

At the same time, officers for the group were elected. New officers are



NEW OFFICERS: (from left to right) Clarence O. Cummings, president; Elwood J. Plescott, first vice president, and Ralph Wright, second vice president.

president, CLARENCE O. CUMMINGS, J. D. Jewell, Inc., Gainesville, Ga.; first vice president, ELWOOD J. PLES-COTT, The Eastern Shore Rendering Co., Cambridge, Md.; second vice president, RALPH WRIGHT, Veteran Grease & Tallow Co., Harmony, N. C., and treasurer, JOE J. GRADY, Maine Reduction Co., Brooks, Me.

The association was originally organized in 1954 by a group of poultry by-product processors at a meeting in Philadelphia, Pa. The purpose of the association is to improve its members' products, find new uses, and work closely with the poultry and feed manufacturing industries.

## Oscar Mayer & Co. Announces Realignment of Sales Staff

The appointment of W. Roy BOBERSCHMIDT as general distributive sales manager of Oscar Mayer & Co., Madi-



son, has been announced by WILLIAM T. MURRAY, vice president of marketing. A second appointment is that of CHRIS LEMBERG, Chicago plant dis-

tributive sales manager, as an assistant general sales manager with headquarters at Madison. This position is new and parallels that of ROBERT D. NELSON, who will continue as assistant general sales manager, a position he has held since 1950.

Murray also reported that GENE MARCHETTI, former general distributive sales manager, will at his own request return to his previous position as sales manager of the Chicago office.

Boberschmidt has spent 12 years in the firm's marketing division. He started in 1946 as Wisconsin district manager and since then has held several sales managerial positions.

Lemberg joined the Oscar Mayer staff in 1947. He was district sales manager at Madison and assistant sales manager at Chicago before becoming Chicago sales manager.

## PLANTS

Canada Packers Ltd., Toronto, Ontario, is building a \$250,000 addition to its Montreal feed plant. The addition will double warehouse and bulk loading space.

A new firm organized to process and manufacture meat and meat products and to buy, sell and generally deal in such products and grocery items at a wholesale or retail level has been established in Philadelphia. The new firm is Fred Schaeffer Fine Meats, Inc.

Hunter Packing Co., East St. Louis, Ill., has recently discontinued its cattle slaughtering operations, according to FRANK A. HUNTER, JR., president. The firm, which has been processing

beef for more than 40 years, will now concentrate on expanding production of fresh pork and processed items by about 45 per cent. Hunter explained that the move was prompted by the increasing cost of cattle in the area in recent years and the prospect that prices will remain high. He also pointed out that more and more efficient and profitable beef plants are locating in the Western Corn Belt.

Dense smoke and ammonia fumes ruined an estimated \$50,000 of refrigerated meats and by-products at the Woonsocket, R. I., plant of Swift & Company. Another \$10,000 damage to the building was caused by fire of undetermined origin. Included in the loss were two carloads of meat.

The Sam Andorsky slaughterhouse, Rochester, N. Y., was saved from fire by fast-fighting firemen, who stopped a blaze in an adjacent shed. Damage to a 1½-story structure containing a cooler and machinery was estimated at \$3,000 to \$4,000 by JAMES CHAFFER, plant manager.

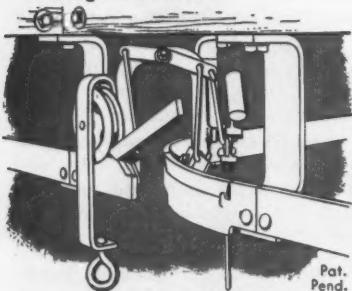
Location for a Hill Packing Co. slaughterhouse to be built in Columbus Grove, O., is being decided on by Mayor EARL ANDERSON and six members of the city council. The meat packing firm is presently building a pet food processing and canning plant in the city.

New York Kosher Provisions, Inc., Bronx, N. Y., has been granted a charter of incorporation listing capital stock of 100 shares no par value. Directors of the firm producing meat and meat products are SHIRLEY, SHELDON and ELI LULOV, all of Bronx. The



OLD WORLD experiences in meat preparation and New World technical advances are combined in the new plant of Central Products and Foods Ltd., located in Winnipeg, Manitoba, Canada. The equipment in the 6,400 sq. ft. building includes stainless steel cookers, air-conditioned smokehouses and four modern coolers. T. Chimko, manager of the plant, as well as many of the firm's 14 employees, learned their trade in Europe. Products marketed under the "Famous Products" label include garlic, liver, pork, ham style, krakauer, summer and pepperoni sausage as well as corned beef, bologna, hams, cottage rolls and wieners. The photograph was supplied by the Manitoba Department of Industry and Commerce.

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papers were filed by LOUIS H. SOLOMON, a resident of New York City.

## JOBS

DR. ROLLA C. SEXAUER has been appointed staff veterinarian with the meat grading branch, livestock division, Agricultural Marketing Service of the U.S. Department of Agriculture. According to FRED J. BEARD, chief of the meat grading branch, Dr. Sexauer succeeds DR. ROBERT J. LEE, who has been transferred to the poultry division of the Agricultural Marketing Service. In his new capacity, Dr. Sexauer will be responsible for conducting the branch program of checking non-federally inspected meat packing plants in the East where meat grading services are requested.

DELMAR E. VALINE, former mayor of Dupo, Ill., has been appointed assistant to the president of St. Louis National Stockyards Co. He had formerly been associated with Swift & Company for more than 20 years.

KERMIT LARSON, livestock and meat economist for Oscar Mayer & Co., Madison, has been promoted to succeed JOSEPH D. THOMA, manager of the beef, veal and lamb department, according to CLARENCE M. FOSE, general provision manager. A veteran of 45 years in the meat industry

and 16 years with Oscar Mayer, Thoma will continue as a full-time consultant to the company for the next six months. Larson joined the economics department of Oscar Mayer in 1954 after four years experience with the U.S. Department of Agriculture and other government agencies. With the exception of four years at Oregon State College and five years of military service, he has been associated with the meat industry at the production and retail level since 1934.

HOWARD O. BIDNE has been named eastern division sales manager for The Rath Packing Co., Waterloo, Ia. In his new position, Bidne will fill the vacancy created by the death of E.

S. MAKINSTER. Bidne began his career with Rath in 1947 as a student salesman. In 1950 he was named Iowa district manager. He was promoted to western Iowa division sales manager in 1953 and since 1957 has served as sales manager for the company's Buffalo, Pittsburgh and Washington, D.C., division.

WALLACE G. SMITH has been named superintendent of Swift & Company's new meat packing plant at Wilson, N.C. Smith, up to the time of this appointment, had spent his entire Swift career in the Sioux City, Ia., plant, starting there as a hog shucker 30 years ago. He moved

up the ladder to his present position in these jobs: hog dressing butcher, standards checker, casings foreman, division superintendent, assistant superintendent and superintendent. Smith's is the second key appointment at the Wilson plant, which will go into operation around the first of the year. DALLAS D. MILLER was recently appointed manager.

EDWARD J. MCADAMS has been elected treasurer of Armour and Company, Chicago. He succeeds FRANK A. BECKER, who has retired after 41 years of service with the company. McAdams joined Armour in 1923 as a student and was assigned to the treasurer's staff in 1927. He became assistant treasurer in 1939 and assistant to the president in 1957. Becker began at the meat packing



DR. SEXAUER



W. G. SMITH



K. LARSON



E. J. MCADAMS



F. A. BECKER

firm as secretary to the vice president and treasurer. He has held the office in the company vacated by his predecessor, the late FREDERICK W. CROLL, since 1939. Becker was elected assistant treasurer in 1932, treasurer in 1939 and vice president in 1943.

S. M. OVERSTREET was reelected president and O. W. DIXON was named first vice president at the an-

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nual meeting of stockholders of Hickory Hill Meat Packers, Inc., Tampa, Fla. Other officers elected were W. A. KRUSEN, second vice president, and W. C. ROBBINS, secretary-treasurer.

The appointment of GEORGE ESKELL to the position of sales promotion manager serving Minnesota and Wisconsin for Peters Meat Products, Inc., Eau Claire, Wis., has been announced by ROBERT E. PETERS, president. Before his promotion, Eskell held the post of

assistant sales manager. He has been with the firm for 20 years, starting in 1938 as a route-man. Peters also announced that GEORGE WEIGENANT will continue as general sales manager for the concern.

TRAINOR WILSON, SR. has been named meat specialist for American Stores Co., Philadelphia. Wilson will be responsible for setting up self-service meat departments in new Acme units. He replaces the late JOSEPH LIESENFELD, who died recently of injuries sustained in an automobile accident.

WESLEY W. JENNINGS, vice president of marketing for The Rath Packing Co., Waterloo, Ia., has been elected a director of the firm. Jennings replaces B. F. SWISHER, who is retiring. Swisher is also retiring from his post as general counsel for the organization.

#### TRAILMARKS

The University of Wisconsin has recently announced that the Oscar Mayer Foundation is sponsoring four scholarships for the 1958-59 farm short course at the university.

JEROME GILBERT of Oscar Mayer & Co., Madison, spoke on work simplification at a recent dinner meeting of the Milwaukee chapter of the Systems and Procedures Association.

CLARENCE J. BECKER, head of Becker Meat & Provision Co., Milwaukee, has been awarded a merit citation from the National Association of Hotel & Restaurant Meat Purveyors. The citation was for his work during the past year when he served as president.

GEORGE P. SHULER, general traffic manager for Oscar Mayer & Co., Madison, has been appointed to the trans-



G. ESKELL

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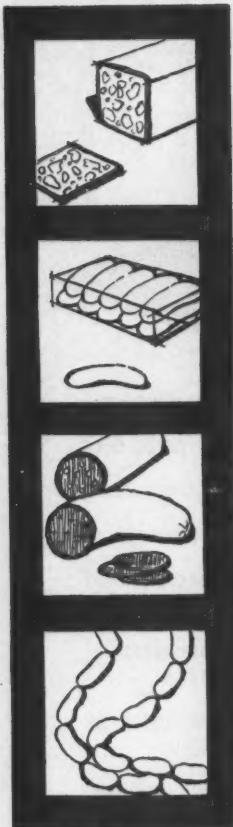
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portation research advisory committee of the U. S. Department of Agriculture for a two-year period. Shuler had six years of experience in Washington with the USDA and Federal Transportation Board before joining Oscar Mayer in 1948. The committee studies problems involved in the transportation and handling of farm products and makes recommendations to the Secretary of Agriculture.

RICHARD W. RATH, vice president of research and development for The Rath Packing Co., Waterloo, Ia., has accepted an invitation by Secretary of Agriculture EZRA TART BENSON to serve on the livestock research and marketing advisory committee of the Department of Agriculture.



R. W. RATH

committee, established in 1946, has been instrumental in developing programs to assist all groups involved in the production and marketing of livestock and livestock products. It is one of 26 commodity and function committees set up to make recommendations to the USDA regarding production, utilization, marketing research programs and educational activities.

## DEATHS

WALTER G. HILLMAN, retired butcher and World War I hero, died recently at the age of 66. Hillman was last employed with Supreme Provision Co., Alliance, O. He previously was with Barnes Provision Co., Inc., another Alliance firm. Hillman had received a personal citation from GENERAL JOHN J. PERSHING for bravery in service during World War I. Other citations he held were the Purple Heart, three silver stars and five bronze stars.

ELZIE L. BALDWIN, 65, founder and vice president of Bloomington Packing Co., Inc., Bloomington, Ind., died recently. Baldwin founded the Bloomington firm in 1922 with ERNEST REUTER and the late FRITZ BAERLEIN.

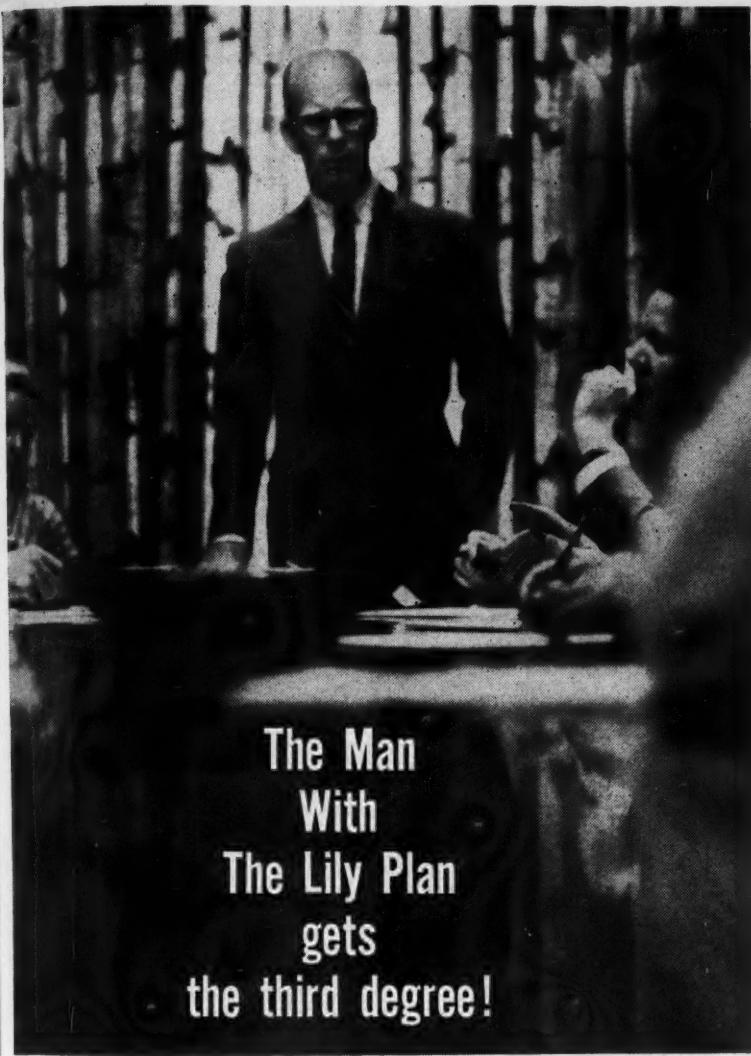
ISAAC WILLIAM LEWIS, former owner of McMinnville Meat Co., McMinnville, Ore., died recently of a heart attack. Lewis also operated a wholesale meat concern located in Corvallis, Ore., until 1941.

JOSEPH H. JUNG, SR., 90, a director of Little Rock Packing Co., Little Rock, Ark., died recently.

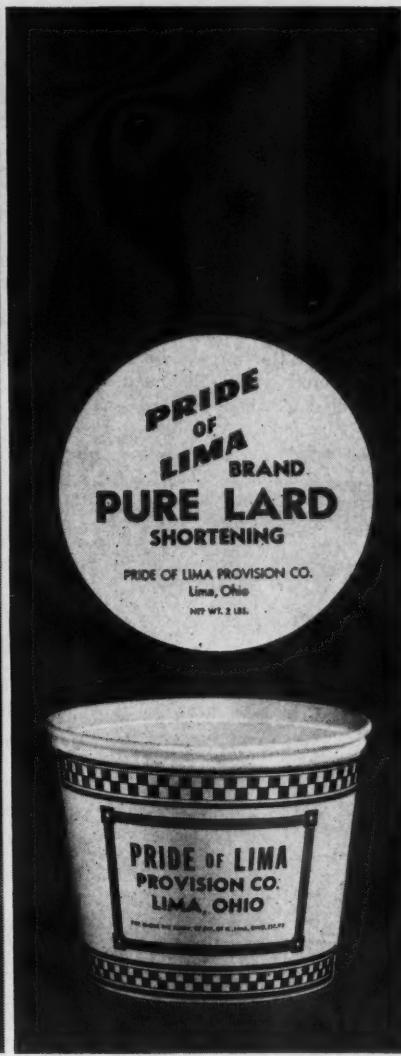
CHICAGO • NEW YORK • LONDON  
BUENOS AIRES • SYDNEY • WELLINGTON • ZURICH

PORK • BEEF • LAMB • VEAL  
CANNED MEATS  
COMMERCIAL SHORTENINGS  
NATURAL CASINGS • DRY  
SAUSAGE • LARD FLAKES

THE RATH PACKING CO., WATERLOO, IOWA



**The Man  
With  
The Lily Plan  
gets  
the third degree!**



## **Result: Lard Tubs and Nestrite Containers that answer your packaging needs 7 ways!**

Meat packers are continually searching for improved packaging methods, and questioning The Man With The Lily Plan can result in some profitable answers.

They're satisfied with Lily's reputation, but they want to know just how the Lily\* lard tub stacks up against competition.

**Q. "Is it sturdy?"**

**A.** The Lily tub is so strong, you can stand on it . . . yet light in weight! It's non-corrosive, too!

**Q. "Is it easy to use?"**

**A.** The big, wide mouth makes it easier to fill. And, unlike heavier, clumsier containers, the Lily tub nests to save storage space prior to use. Stacks neatly after it's filled.

**Q. "Economical?"**

**A.** Less expensive than other types of containers; lightness reduces handling costs.

**Q. "How well does it protect our product?"**

**A.** The Lily tub is precision-made with an improved coat-

ing. Fine holding qualities minimize spoilage and dehydration.

**Q. "How about sizes?"**

**A.** For sales to hotels, restaurants, drive-ins and mass feeders, Lily makes 5 different sized tubs: 2, 3, 4, 5 and 10 lbs. For supermarkets:  $\frac{1}{2}$  lb., 1-lb., and 2-lb. Nestrites.

**Q. "Customer convenience?"**

**A.** Consumers prefer a round container. It's easier to spoon from and more convenient to store.

**Q. "Can our name be imprinted on these tubs?"**

**A.** They can be handsomely printed with your name, design and colors, or you may choose from our stock designs.

### **Valuable Information from Lily**

The Man With The Lily Plan is constantly working to develop new products, improve old ones, and solve problems—for you. He has some valuable information on meat packaging—and it's yours without cost or obligation. Just write to: *Lily-Tulip Cup Corp., 122 E. 42 St., Dept. NP-118, New York 17, N. Y.* \*T. M. Reg. U. S. Pat. Off.



# ALL MEAT... output, exports, imports, stocks

## Meat Output Up; Hog Kill Year High

Meat production under federal inspection last week scored a considerable advance, largely on the strength of increased numbers of cattle and hogs slaughtered. Volume of meat output reached 431,000,000 lbs., the same as a year ago, and compared with 408,000,000 lbs. produced the previous week. Cattle kill rose by about 10,000 head for the week, but numbered about 35,000 head smaller than last year. Hog slaughter at 1,420,000 head was up sharply over the previous week, and was the largest for any week since exactly a year ago, when it numbered 1,430,000 head. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. MIL. IBS.	Nov. 1 stocks as percentages of inventories on Oct. 18 Nov. 2 1958 1957
	Number M's	Production Mil. Ibs.	Number M's	Production Mil. Ibs.		
Nov. 8, 1958	361	211.9	1,420	195.2		
Nov. 1, 1958	351	203.2	1,331	181.4		
Nov. 9, 1957	396	214.0	1,430	188.7		

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. MIL. IBS.	Nov. 1 stocks as percentages of inventories on Oct. 18 Nov. 2 1958 1957
	Number M's	Production Mil. Ibs.	Number M's	Production Mil. Ibs.		
Nov. 8, 1958	117	12.6	253	11.4	431	
Nov. 1, 1958	119	12.9	239	10.8	408	
Nov. 9, 1957	143	16.0	260	11.8	431	

1958 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1958 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)				HOGS	OTHER CURED MEATS:
	CATTLE		HOGS			
	Live	Dressed	Live	Dressed		
Nov. 8, 1958	1,030	587	237	138		
Nov. 1, 1958	1,025	579	235	136		
Nov. 9, 1957	996	540	233	132		

Week Ended	CALVES				SHEEP AND LAMBS		LARD PROD. Per MIL. Ibs.		FAT BACKS:
	Live	Dressed	Live	Dressed	Per cwt.	MIL. Ibs.			
Nov. 8, 1958	195	108	96	45	—	42.6			
Nov. 1, 1958	195	108	96	45	—	41.2			
Nov. 9, 1957	202	113	97	45	14.1	47.0			

### ACTUAL FEDERALLY INSPECTED SLAUGHTER AND REVISED ESTIMATE OF MEAT AND LARD PRODUCTION BY WEEKS, SEPTEMBER, 1958

Week ended	Cattle	Calves	Hogs	Sheep and Lambs	Total	Lard					
	Kill 000's	Kill 000's	Pork 000's	Kill 000's	L & M 000's	meat 000's	Yield 000's	Total 000's			
Sept. 6	325	185.2	96	11.8	983	133.4	222	10.2	340.6	12.6	29.1
Sept. 13	377	215.3	113	13.7	1,254	167.6	209	12.3	408.9	13.2	38.1
Sept. 20	370	210.9	108	12.9	1,236	163.9	223	10.7	398.4	13.7	38.6
Sept. 27	356	204.7	111	12.9	1,249	166.9	233	10.7	395.2	13.7	39.1

### Meat Index Moves Upward

Meats were among consumer commodities which increased in price during the week ended November 4, according to the Bureau of Labor Statistics. The wholesale price index on meats rose from its eight-month low of 103.8 to 104.2 during the week. The average commodity price index edged upward to 118.7. The same indexes for the corresponding week last year were 90.1 and 117.5 per cent, respectively. Current index were calculated on the basis of the 1947-49 average of 100 per cent.

### OMAHA FRESH MEATS

(Carlots, cwt.)

Nov. 12, 1958

Choice steer carc., 6/700 lbs. .... \$42.50@42.75  
Choice steer carc., 7/800 lbs. .... 41.25@41.50  
Choice heifer carc., 5/700 lbs. .... 41.00@41.50

### MEAT PRODUCTS GRADED

Meat and meat products graded or certified as complying with specifications of the U. S. Department of Agriculture (in 000 lbs.):

	Sept. 1958	Aug. 1958	Sept. 1957
Beef	585,097	565,426	560,626
Veal and calf	16,531	16,507	28,065
Lamb, yearling and mutton	20,689	17,464	20,963
Totals	622,627	599,397	609,674
All other meats, lard	12,759	11,317	12,051
Grand totals	635,386	610,714	621,725

### Animal Foods Production

Canned food and canned or fresh frozen food components for dogs, cats and like animals, prepared under government inspection and certification in September totaled 33,004,621 lbs. compared with 31,217,352 lbs. the month before and 36,605,949 lbs. produced in September last year.

### AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 69,700,000 lbs. on November 1. This volume was slightly smaller than the 69,800,000 lbs. in stock a year earlier.

Stocks of lard and rendered pork fat at 24,600,000 lbs. were down 11 per cent from 27,500,000 lbs. in stock about a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and last year.

	Nov. 1 stocks as percentages of inventories on Oct. 18 Nov. 2 1958 1957
<b>HAMS:</b>	
Cured, S.P.-D.C.	94
Frozen for cure, S.P.-D.C.	135
Total ham	110
<b>PICNICS:</b>	
Cured, S.P.-D.C.	82
Frozen for cure, S.P.-D.C.	100
Total picnics	87
<b>BELLIES:</b>	
Cured, D.C.	103
Frozen for cure, D.S.	100
Cured, S.P.-D.C.	105
Frozen for cure, S.P.-D.C.	130
<b>OTHER CURED MEATS:</b>	
Cured and in cure	102
Frozen for cure	129
Total other	108
<b>FAT BACKS:</b>	
Cured, D.S.	100
<b>FRESH FROZEN:</b>	
Loin, spareribs, neckbones, trimmings, other—Total	107
<b>TOT. ALL PORK MEATS</b>	108
LARD & R.P.F.	111

### CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California, September 1958-57 as reported to THE PROVISIONER.

September—

1958 1957

Cattle, head	36,502	38,183
Calves, head	19,223	24,128
Hogs, head	18,242	20,635
Sheep, head	41,152	39,032

Meat and lard production for September 1958-57 (in lbs.) were:

Sausage	9,047,859	6,908,955
Pork and beef	10,393,260	9,131,508
Lard, substitutes	585,162	843,224
Totals	20,024,281	16,878,682

As of September 30, 1958, California had 122 meat inspectors. Plants under state inspection totaled 368, and plants under state approved municipal inspection totaled 53.

### HOG-CORN RATIOS

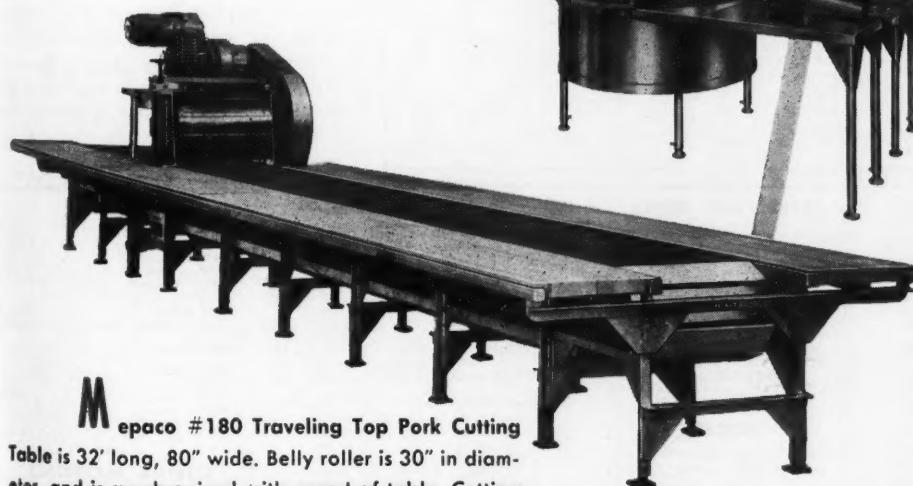
The hog-corn ratio based on barrows and gilts at Chicago for the week ended Nov. 8, 1958 was 17.0, the U. S. Department of Agriculture has reported. This ratio compared with the 17.5 ratio for the preceding week and 14.6 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.08, \$1.066 and \$1.149 per bu. during the three periods, respectively.



**Step-up Output  
per Man per Hour with  
these Package Units**



**M**epaco #188 Ham and Bacon Washing Conveyor thoroughly washes sides and ends of either pickled or dry-cured product. Bellies are branded, washed, combed and hung in one continuous operation; and the equipment is equally efficient with hams. Loading section is 3'; washing section 8'; working and unloading section 8' or as much longer as required. The 1"x1" stainless steel flat wire mesh conveyor belt is 18" or wider as required.



**M**epaco #180 Traveling Top Pork Cutting Table is 32' long, 80" wide. Belly roller is 30" in diameter, and is synchronized with speed of table. Cutting board area is 24" wide and specially mounted to eliminate knife striking metal. Stud welding eliminates bolt-heads in top of table. Unit can be furnished in any size.

**M**epaco Rotary Ham and Bacon Washer is recommended for plants with limited space. Unit occupies area 60"x65"x72" high

**Mepaco**

MEAT PACKERS EQUIPMENT CO.

Telephone KELton 2-1655 • 1226 - 45th Avenue, Oakland 1, California

# PROCESSED MEATS . . . SUPPLIES

## Meat Output Up in Sept.; Above 1957

Commercial meat production, excluding farm slaughter, rose moderately in September over volume produced in August, and in September last year. All meat animals contributed to the month's gain, with only output of pork showing an increase over volume for September last year. Total volume of meat produced in September amounted to 2,119,000,000 lbs. compared with 1,941,000,000 lbs. in August and 2,098,000,000 lbs. in September 1957. The nine-month 1958 aggregate of 17,925,000,000 lbs. was about 6 per cent smaller than last year's 18,969,000,000 lbs. for the same period.

September cattle slaughter, while larger than the count for August, was considerably smaller than in September 1957. Hog kill on the other hand, was the second largest of the year, and the largest for September in many years. Calf slaughter, while up moderately since August, was about 31 per cent below last year. Commercial livestock slaughter and meat production by classes appear below as follows:

COMMERCIAL LIVESTOCK SLAUGHTER BY MONTHS, IN '000's, 1958-57

	Cattle	Calves	Hogs	Sheep & Lambs		
	1958	1957	1958	1957	1958	1957
Jan.	2,201.9	2,477.2	904.4	1,071.4	6,714.0	6,879.7
Feb.	1,767.3	2,001.2	775.1	913.7	5,421.4	5,995.7
Mar.	1,841.9	2,041.2	884.1	1,024.6	5,792.5	6,351.1
Apr.	1,878.9	2,082.2	800.2	989.9	5,920.3	5,977.3
May	1,952.4	2,254.8	716.1	983.1	5,300.5	5,866.1
June	1,988.7	2,078.7	704.4	874.0	5,010.1	4,792.3
July	2,060.7	2,369.8	735.4	987.7	5,161.9	5,032.2
Aug.	1,962.2	2,318.2	725.0	1,006.7	5,347.9	5,310.1
Sept.	2,085.1	2,211.1	704.9	1,044.1	6,164.8	5,997.2
Oct.	2,428.5	—	1,173.8	—	7,223.8	—
Nov.	2,038.6	—	963.2	—	6,536.1	—
Dec.	1,981.0	—	913.0	—	6,693.4	—
Jan.-Sept.	17,769.1	19,783.1	7,019.6	8,854.1	50,833.4	52,231.7
					10,622.3	11,398.1

COMMERCIAL MEAT AND LARD PRODUCTION BY MONTHS IN MILLION POUNDS, 1958-57

	Beef	Veal	Beef	L & M	Totals	Lard
	1958	1957	1958	1957	1958	1957
Jan.	1,210	1,326	106	128	892	913
Feb.	961	1,082	86	107	700	778
Mar.	986	1,099	92	112	774	831
Apr.	1,024	1,085	91	113	807	786
May	1,062	1,203	90	118	734	785
June	1,079	1,086	91	115	710	663
July	1,148	1,220	96	132	714	687
Aug.	1,079	1,196	98	138	719	604
Sept.	1,149	1,151	94	131	821	760
Oct.	1,268	—	140	—	935	—
Nov.	1,072	—	110	—	865	—
Dec.	1,064	—	98	—	883	—
Jan.-Sept.	9,698	10,448	830	1,094	6,880	6,897
				508	530	17,925
						18,969
						1,000
						1,728

### DOMESTIC SAUSAGE

Pork sausage, bulk, (lcl., lb.)	40½@42½%
in 1-lb. roll, —	49½@57½
Pork saus., s.c., 1-lb. pk. 58 @61	
Franks, s.c., 1-lb. pk. 65½@74	
Franks, skinless,	
1-lb. package ..... 52 @53	
Bologna, ring (bulk) ..... 53 @54	
Bologna, art. cas., bulk 45½@46	
Bologna, a.c. sliced,	
6-7 oz. pk., doz. .... 3,10@3,84	
Smoked liver, h.b., bulk 54 @58	
Smoked liver, h.c., bulk 41 @49	
Polish saus., smoked ..... 63 @70	
New Eng. lunch spec. .... 66 @74	
New Eng. lunch spec., sliced, 6-7 oz. doz. .... 4,10@4,92	
Olive loaf, bulk ..... 49½@57½	
O.L., sliced 6-7 oz. doz. .... 3,27@3,84	
Blood, tongue, h.b. .... 60 @68	
Blood, tongue, h.c. .... 45 @53	
Pepper loaf, bulk ..... 68@78	
P.I. sliced 6-7 oz. doz. .... 3,33@4,80	
Pickles & pimento loaf. 46½@54	
P. & P. load, sliced, 6-7 oz. dozen ..... 3,12@3,60	

### DRY SAUSAGE

(lcl., lb.)	
Cervelat, ch. hog bungs.. 1,05@1,07	
Thuringer ..... 64@66	
Farmer ..... 89@91	
Holsteiner ..... 75@77	
Salami, B.C. .... 97@99	
Salami, Genoa style ..... 1,08@1,10	
Salami, cooked ..... 52@54	
Pepperoni ..... 91@93	
Sicilian ..... 99@1,01	
Goteborg ..... 89@91	
Mortadella ..... 65@67	

### SEEDS AND HERBS

(lcl., lb.)	Whole	Ground
Caraway seed .....	25	26
Comino seed .....	54	60
Mustard seed .....	—	—
fancy ..... 23		
yellow Amer. .... 17		
Oregano ..... 44	50	
Coriander .....	—	—
Morocco No. 1 .....	20	24
Morjoram, French .....	55	60
Sage, Dalmatian, No. 1 .....	56	64

### SPICES

(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime .....	86	96
Resifted .....	99	1,01
Chili pepper .....	—	50
Chili powder .....	—	50
Cloves, Zanzibar .....	64	69
Ginger, Jam., unbl. .... 62	67	
Mace, fancy Banda .....	3,50	4,00
West Indies .....	3,50	
East Indies .....	3,20	
Mustard flour, fancy .....	—	40
No. 1 .....	—	36
West Indies nutmeg .....	—	2,70
Paprika, Amer. No. 1 .....	55	
Paprika, Spanish .....	—	90
Cayenne pepper .....	—	61
Pepper:		

### SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausages)

Beef rounds: (Per set)	
Clear, 29/35 mm. .... 1,15@1,25	
Clear, 35/38 mm. .... 1,03@1,20	
Clear, 35/40 mm. .... 85@1,05	
Clear, 38/40 mm. .... 1,03@1,20	
Clear, 40/44 mm. .... 1,30@1,50	
Clear, 44/mm./up. .... 1,93@2,50	
Not clear, 40/mm./in. .... 73@ 85	
Not clear, 40/mm./up. .... 87@ 95	

Beef middles: (Per set)

Ex. wide, 2½ in./up. .... 3,45@3,75	
Spec. wide, 2½-3½ in. .... 2,45@2,60	
Spec. med. 1½-2½ in. .... 1,60@1,75	
Narrow, 1½ in./dn. .... 1,20@1,35	

Beef bung caps: (Each)

Clear, 5 in./up. .... 31@ 36	
Clear, 4½-5 in. .... 26@ 30	
Clear, 4-4½ in. .... 17@ 19	
Clear, 3½-4 in. .... 12@ 15	
Not clear, 4½ in./up. .... 16@ 19	

Beef bladders, salted: (Each)

7½ inch/up, inflated.... 20	
6½-7½ inch, inflated.... 15	
5½-6½ inch, inflated.... 13@ 14	

Pork casings: (Per hank)

29/mm./down .... 4,70@4,80	
29/32 mm. .... 4,50@4,60	
32/35 mm. .... 3,50@3,80	
35/38 mm. .... 3,25@3,40	
38/44 mm. .... 3,10@3,20	

### West German Lard Imports Decline; U. S. Exports Down

West German lard imports during January-July 1958 declined 20 per cent to 27,530,000 lbs. from 34,240,000 lbs. in the same period in 1957, continuing an earlier trend.

Imports from Poland increased substantially, while imports from the United States declined 71 per cent. U. S. lard prices continue to be higher in relation to European prices, which is accounted for the decrease in the U. S. share of the West German lard market.

West German lard imports by country of origin, and percentages of totals, January-July 1957 and 1958 are compared below as follows:

Country of origin	Jan.-July 1957	Jan.-July 1958	Per cent	Per cent
	Mt. lbs.	Mt. lbs.	1957	1958
United States	16,533	4,832	48.3	17.5
Netherlands	8,822	9,842	25.8	35.8
Poland	8,86	4,05	2.5	14.7
Denmark	2,00	2,041	188	188
France	2,18	1,948	6.1	5.6
Sweden	2,71	1,73	7.9	6.3
Others	1,14	17	3.3	0.8
Totals	34,24	27,53	100.0	100.0

### Greece Needs More Tallow

Greece is expected to be in the market for larger supplies of tallow for the remainder of this year and running into 1959, the Foreign Agricultural Service has revealed. Greek stocks of sulphur oil and olive oil are down. U.S. exports of tallow to Greece dropped sharply in the first six months of this year due largely to the more lenient credit offered by Canadian exporters.

# BEEF-VEAL-LAMB... Chicago and outside

## CHICAGO

Nov. 10, 1958

### WHOLESALE FRESH MEATS

#### CARCASS BEEF

	(carlots, lb.)
Steers, gen. range:	
Prime, 700/800	none quoted
Choice, 500/600	43n
Choice, 600/700	43
Choice, 700/800	41 1/2@42
Good, 500/600	41 1/2n
Good, 600/700	41n
Bull	40 1/2n
Commercial cow	36 1/2
Canner-cutter cow	36

#### PRIMAL BEEF CUTS

	(Lb.)
Rounds, all wts.	.52 @53
Trimmed loins,	
50/70 lbs. (lcl.)	.76 @83
Square chuck,	
70/90 lbs.	41 1/2
Arm chuck, 80/110	40 @40 1/2
Ribs, 25/35 (lcl.)	55 @50
Briskets (lcl.)	31 1/2@32
Navels, No. 1	19
Flanks, rough No. 1	19

	(Lb.)
Hindqtrs., 5/800	51
Foreqtrs., 5/800	35 1/4
Rounds, 70/90 lbs.	51
Trimmed loins, 50/70	
lbs. (lcl.)	.63 @68
Square chuck,	
70/90 lbs.	41 1/2
Arm chuck, 80/110	40 @40 1/2
Ribs, 25/35 (lcl.)	50 @54
Briskets (lcl.)	31 1/2@32
Navels, No. 1	19
Flanks, rough No. 1	19

	(Lb.)
Rounds	50 @51
Sq. chuck	40 @41
Briskets	29 @30
Ribs	50 @52
Loins	61 @63

#### COW & BULL TENDERLOINS

	Froz. C/L
80/85	Cow, 3/dn., None qtd.
94@99	Cow, 3/4" None qtd.
1.04@1.08	Cow, 4/5" None qtd.
1.12@1.15	Cow, 5/up. None qtd.
1.12@1.15	Bull, 5/up. None qtd.

#### BEEF HAM SETS

	Inside, 12/up. lb.	Outside, 8/up. lb.	Knuckles, 7 1/2/up. lb.
	61 1/2	58	61 1/2

## PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
	Nov. 10	Nov. 10	Nov. 10

#### FRESH BEEF (Carcass):

#### STEER:

#### Choice:

#### Standard:

#### Utility:

#### COW:

#### FRESH CALF:

#### Choice:

#### Standard:

#### LAMB (Carcass):

#### Prime:

#### N.Y.:

#### 100-serve.

#### MUTTON (Ewe):

#### Choice:

#### Commercial, all wts.

#### Utility, all wts.

#### Canner-cutter

#### Bull, util. & com'l.

#### Prime:

#### 45-55 lbs.

#### 55-65 lbs.

#### Choice:

#### 45-55 lbs.

#### 55-65 lbs.

#### Good, all wts.

#### 45-55 lbs.

#### 200 lbs. down

#### 200 lbs. down

#### None quoted

#### 21.00@25.00

#### 45.00@48.00

#### 45.00@48.00

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# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

### CASH PRICES

(Carlot basis, Chicago price zone, Nov. 12, 1958)

#### SKINNED HAMS

F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
48	10/12	48	32½ n
48	12/14	47½	32½
48	14/16	46	31
48	16/18	43%	29½
48	18/20	43	27
42b	20/22	42n	27
41½	22/24	41½	27
40b	24/26	40n	G.A., froz., fresh D.S. Clear
39½	25/30	39½	22
38½	25/up, 2 in	38½	20½

#### PICNICS

F.F.A. or fresh	Frozen	Branding quality D. S. Bellies
29	4/6	29
20½	6/8	26½
20½ @ 36½ n	8/10	26½ n
26½ @ 36½ n	10/12	26½ n
26½ @ 36½ n	12/14	26½ n
26½ @ 36½ n	8/up, 2 in	26½ n

#### FAT BACKS

Frozen or fresh	Cured	Job Lot	Car Lot
10n	6/8	11n	49@50...
10n	8/10	11	46½@47%
11½ n	10/12	12½	Loins, 12/16 ..
13½ n	12/14	14½	48..
14½ n	14/16	15½	41..
15½ n	16/18	16½	38@39...
15½ n	18/20	16½	35½..
16n	20/25	17n	Butts, 8/12 ...

n—nominal. b—bid. a—asked.

## LARD FUTURES PRICES

(Drum contract basis)

NOTE: Add ½¢ to all price quotations ending in 2 or 7.

### FRIDAY, NOV. 7, 1958

	Open	High	Low	Close
Nov. 12.10	12.15	12.10	12.10	12.10
Dec. 11.95	11.97	11.90	11.90	11.90
	.97			
Jan. 11.40	11.40	11.40	11.40	11.40
Mar. 11.05	11.05	11.05	11.05	11.05
May 11.17	11.17	11.17	11.17	11.17

Sales: 1,000,000 lbs.

Open interest, at close Thurs., Nov. 6; Nov. 10, Dec. 23, Jan. 36, Mar. 36, and May 4 lots.

### MONDAY, NOV. 10, 1958

	Dec.	10.62b-70a
Jan. 10.40	10.40	10.40
Mar. 10.20	10.20	10.15b-25a
May . . . . .	10.30b-35a	
July . . . . .	10.15b-25a	

## LARD FUTURES PRICES

(Loose contract basis)

### FRIDAY, NOV. 7, 1958

	Open	High	Low	Close
Dec. . . . .	10.60b-70a			
Jan. 10.39	10.39	10.39	10.38b-45a	
Mar. . . . .	10.15b-22a			
May . . . . .	10.25b-45a			
July . . . . .	10.10b-25a			

Sales: 120,000 lbs.

Open interest, at close Thurs., Nov. 6; Dec. 29, Jan. 17, Mar. 27, May 6, and July 14 lots.

### MONDAY, NOV. 10, 1958

	Dec.	10.62b-70a
Jan. 10.40	10.40	10.40
Mar. 10.20	10.20	10.15b-25a
May . . . . .	10.30b-35a	
July . . . . .	10.15b-25a	

Sales: 120,000 lbs.

Open interest, at close Fri., Nov. 7; Dec. 29, Jan. 18, Mar. 27, May 6, and July 15 lots.

### TUESDAY, NOV. 11, 1958

	Dec.	10.62b-70a
Jan. 10.40	10.40	10.40
Mar. 10.20	10.20	10.15b-25a
May . . . . .	10.30b-35a	
July . . . . .	10.15b-25a	

Sales: 120,000 lbs.

Open interest, at close Fri., Nov. 7; Nov. 9, Dec. 23, Jan. 38, Mar. 36, and May 4 lots.

### TUESDAY, NOV. 11, 1958

	Dec.	10.62b-70a
Jan. 10.40	10.40	10.40
Mar. 10.20	10.20	10.15b-25a
May . . . . .	10.30b-35a	
July . . . . .	10.15b-25a	

Sales: 1,400,000 lbs.

Open interest, at close Tues., Nov. 11; Nov. 9, Dec. 23, Jan. 38, Mar. 36, and May 4 lots.

### WEDNESDAY, NOV. 12, 1958

	Dec.	10.62b-70a
Jan. 10.45	10.45	10.45
Mar. . . . .	10.20	10.40b-47a
May . . . . .	10.30b-35a	
July . . . . .	10.15b-23a	

Sales: 3,250,000 lbs.

Open interest at close Wed., Nov. 12; Nov. 76, Dec. 235, Jan. 61, Mar. 37, and May 4 lots.

### THURSDAY, NOV. 13, 1958

	Dec.	10.62b-70a
Jan. 10.45	10.45	10.45
Mar. . . . .	10.20	10.20-30a
May . . . . .	10.30b-45a	
July . . . . .	10.15b-23a	

Sales: 60,000 lbs.

Open interest at close Tues., Nov. 12; Dec. 24, Jan. 16, Mar. 28, May 6, and July 15 lots.

### THURSDAY, NOV. 13, 1958

	Dec.	10.62b-70a
Jan. 10.45	10.45	10.45
Mar. . . . .	10.20	10.20-30a
May . . . . .	10.30b-45a	
July . . . . .	10.15b-23a	

Sales: 60,000 lbs.

Open interest at close Wed., Nov. 12; Dec. 24, Jan. 16, Mar. 28, May 6, and July 15 lots.

## Margins swing upward this week

(Chicago costs, credits and realizations for Monday)

Markups in pork, taking effect at a more rapid rate than the advance in hogs, resulted in moderate improvements in cut-out margins. The plus margins on light hogs widened, while mediumweights moved up from minus positions to show the best plus margins for the three classes.

180-220 lbs.—	220-240 lbs.—	240-270 lbs.—
Value	Value	Value
per cwt.	per cwt.	per cwt.
cwt.	cwt.	cwt.
alive	yield	alive
Lean cuts . . . . .	\$13.72	\$19.77
Fat cuts, lard . . . . .	5.45	7.83
Ribs, trimmings, etc. . . . .	2.33	3.35
Cost of hogs . . . . .	\$19.38	\$18.48
Condemnation loss . . . . .	.09	.09
Handling, overhead . . . . .	1.82	1.65
TOTAL COST . . . . .	21.29	30.63
TOTAL VALUE . . . . .	21.50	30.95
Cutting margin . . . . .	+\$ .21	+\$ .32
Margin last week . . . . .	+.13	+.20

## PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles Nov. 10 San Francisco Nov. 10 No. Portland Nov. 10

FRESH PORK (Carcass): (Packer style)	(Shipper style)	(Shipper style)
80-120 lbs., U.S. No. 1-3. None quoted	None quoted	None quoted
120-180 lbs., U.S. No. 1-3. \$32.00@\$34.00	None quoted	\$30.00@\$31.00
LOINS, No. 1:		
8-10 lbs. . . . .	49.00@52.00	54.00@56.00
10-12 lbs. . . . .	49.00@52.00	49.00@52.00
12-16 lbs. . . . .	49.00@52.00	49.00@52.00
PICNICS: (Smoked)		
4-8 lbs. . . . .	33.00@40.00	36.00@40.00
HAMS: (Smoked)		
12-16 lbs. . . . .	50.00@55.00	50.00@55.00
16-18 lbs. . . . .	49.00@55.00	50.00@55.00
BACON "DRY" Cure, No. 1:		
6-8 lbs. . . . .	42.00@48.00	54.00@58.00
8-10 lbs. . . . .	42.00@47.00	52.00@56.00
10-12 lbs. . . . .	42.00@46.00	50.00@54.00
LARD, Refined:		
1-lb. cartons . . . . .	17.50@19.50	20.00@21.00
30-lb. cartons & cans . . . . .	15.75@18.75	19.00@20.00
Tierces . . . . .	15.25@18.50	17.50@19.00

## CHGO. FRESH PORK AND PORK PRODUCTS

Locally dressed Nov. 10, 1958

Nov. 10, 1958	(1 lb.)
Hams, skinned, 10/12 ..	49
Hams, skinned 12/14 ..	48
Hams, skinned, 14/16 ..	47
Picnics, 4/6 lbs. . . . .	30
Pork loins, boneless . . . . .	27½
Shoulders, 16/dn. loose . . . . .	32
(Job lots, lb.)	
Pork livers . . . . .	19@19½
Tenderloins, fresh, 10's . . . . .	85
Neck bones, blbs. . . . .	12½@13
Bars, 30's . . . . .	12½
Feet, s.c., blbs. . . . .	7½@8

## CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers)

40% lean, barrels . . . . .	21
50% lean, barrels . . . . .	22½@23
80% lean, barrels . . . . .	37½@38
95% lean, barrels . . . . .	48
Pork head meat . . . . .	34
Pork cheek meat . . . . .	35
BBQ, fancy trimmed, brisket off, 8/10 lbs., wrapped . . . . .	44
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped . . . . .	44
Bacon, fancy sq. cut seedless, 12/14 lbs., wrapped . . . . .	42
Bacon, No. 1 sliced 1-lb. heat seal, self-service, pkg. . . . .	54

## CHGO. WHOLESALE SMOKED MEATS

Nov. 11, 1958

Hams, skinned, 14/16 lbs., (Av.)	53
Ham, skinned, 14/16 lbs., wrapped . . . . .	54
Hams, skinned 16/18 lbs., wrapped . . . . .	51
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped . . . . .	52
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped . . . . .	44
Bacon, fancy sq. cut seedless, 12/14 lbs., wrapped . . . . .	42
Bacon, No. 1 sliced	

# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, Nov. 12, 1958

### BLOOD

Unground per unit of ammonia, bulk ..... 6.00n

### DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose  
Low test ..... 7.25n  
Med. test ..... 7.00n  
High test ..... 6.75n

### PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged \$ 85.00@ 92.50  
50% meat, bone scraps, bulk ... 82.50@ 85.00  
60% digester tankage, bagged ... 92.50@ 97.50  
60% digester tankage, bulk ..... 90.00@ 92.50  
80% blood meal, bagged ..... 110.00@ 127.50

Steam bone meal, 50-lb. bags  
(especially prepared) ..... 92.50  
60% steam bone meal, bagged .. 65.00@ 75.00

### FERTILIZER MATERIALS

Feather tankage ground  
per unit of ammonia ..... \*5.50  
Hoof meal, per unit ammonia ..... \*6.75

### DRY RENDERED TANKAGE

Low test, per unit prot. ..... 1.40n  
Medium test, per unit prot. ..... 1.35n  
High test, per unit prot. ..... 1.30n

### GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton ..... 23.00  
Cattle jaws, feet (non-gel.), ton ... 7.00@ 11.00  
Trim bone, ton ..... 10.00@ 15.00  
Pigsskins (gelatine), cwt. ..... 61/2n  
Pigskins (rendering), piece ..... 15@25

### ANIMAL HAIR

Winter coil dried, per ton ..... \$50.00@ 60.00  
Summer coil dried, per ton ..... None quoted  
Cattle switches, per piece ..... 26@31/2  
Water processed (Nov.-Mar.)  
gray, lb. ..... 11  
Summer processed (April-Oct.)  
gray, lb. ..... 8

\*Delivered midwest, n—nominal, a—asked.

## TALLOWS and GREASES

Wednesday, November 12, 1958

regular production, were bid at 8½c, c.a.f. New York, but was held at 8¾c. Some buying interest was apparent on hard body bleachable fancy tallow at 8½c, also c.a.f. East. There were no large changes in the medium and lower grade inedible tallow and greases, although buyers and sellers remained fractionally apart as to their ideas on prices. Special tallow and B-white grease were bid at 7¼c, and yellow grease was bid at 6¾c, all c.a.f. Chicago.

Regular production bleachable fancy tallow traded on Tuesday at 8¾c, c.a.f. Chicago. Edible tallow traded at 10½c, c.a.f. Chicago. Edible tallow was also bid at 9¾c, f.o.b. River points, but was held at 9¾c. No. 1 tallow was offered at 7½c, c.a.f. Chicago, with buying inquiry fractionally lower. Bleachable fancy tallow was bid at 7½c, c.a.f. Chicago, and at 7¾c, f.o.b. Chicago.

The market was quiet on Monday of the new week. Choice white grease, all hog, and bleachable fancy tallow, and at 7¾c, f.o.b. Chicago.

The market was quiet on Monday of the new week. Choice white grease, all hog, and bleachable fancy tallow, and at 7¾c, f.o.b. Chicago.

No. 1 tallow met some inquiry at 7c, c.a.f. Chicago, but was held 1/2c higher. No significant price changes took place on other inedible tallow and greases, with buyers and sellers remaining fractionally apart in regard to prices. Edible tallow was offered at 10½c, Chicago, and at 9¾c, f.o.b. River points, with buying in-

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# LIVESTOCK MARKETS...Weekly Review

## Cattlemen Arranging Details On Coming Omaha Convention

The program of the 62nd annual convention of the American National Cattlemen's Association to be held in Omaha, January 14-17 will emphasize livestock marketing and cattle feeding problems, Radford S. Hall, executive secretary has announced. Speakers being selected will be national authorities on various phases of the industry.

The program will feature the first full-scale report of the association's fact-finding committee which has drawn upon the services of top economists and industry leaders for answers to many problems of cattle raising, feeding and marketing, and of beef processing and retailing, Hall declared.

## Shorthorn GNLE Champion

A Shorthorn steer shown by Washington State College was adjudged grand champion over all breeds at the Grand National Livestock Exposition last week. A Hereford, shown by Lyle Lewter of Big Spring, Tex., was named reserve grand champion. The grand champion wether award went to a Southdown exhibited by Miss Rhodelia Shore of California Polytechnic College.

Terry Maddux of Bakersfield, Calif., had the reserve grand champion wether, and the pen-of-three award went to Washington State College.

## BUFFALO LIVESTOCK

Receipts at Buffalo, N. Y., in Sept. 1958, as reported by the USDA:

	Cattle	Calves	Hogs	Sheep
Total receipts ...	7,060	4,444	3,813	6,307
Shipments .....	1,709	55	749	1,692
Local slaughter ..	5,351	4,389	2,564	4,615

35 Years Experience on Chicago Market  
**HOG ORDERS A SPECIALTY**

**B. J. "BARNEY" FLANAGAN**  
Yards 7-4477  
**CHICAGO STOCK YARDS**  
214 Exchange Bldg.



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**LIVESTOCK ORDER BUYERS**

Phone: Cypress 4-2411  
ALGONA, IOWA

WE BUY HOGS IN THE HEART OF THE CORN BELT  
10 OFFICES TO SERVE YOU

## KINDS OF LIVESTOCK KILLED

Classification of livestock slaughtered under federal inspection in Sept. 1958, compared with Aug. 1958 and Sept. 1957, is shown below:

	Per cent		
	Sept. 1958	Aug. 1958	Sept. 1957
Cattle:			
Steers .....	55.7	57.8	49.6
Heifers .....	17.1	17.1	16.1
Cows .....	25.5	23.4	32.1
Bulls and Stags .....	1.7	1.7	2.2
Total <sup>1</sup> .....	100.0	100.0	100.0
Canners & Cutters <sup>2</sup> .....	11.9	10.5	18.1
Hogs:			
Sows .....	8.7	11.8	7.9
Barrows and Gilts .....	90.8	87.7	91.7
Stags and Boars .....	.5	.5	.4
Total <sup>1</sup> .....	100.0	100.0	100.0
Sheep and Lambs:			
Lambs & Yearlings .....	92.5	93.0	91.0
Sheep .....	7.5	7.0	9.0
Total <sup>1</sup> .....	100.0	100.0	100.0

<sup>1</sup>Based on reports from packers.

<sup>2</sup>Totals based on rounded numbers.

<sup>3</sup>Included in cattle classification.

## CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in Oct., 1958-57 compared, as reported by the Canadian Department of Agriculture:

	Oct. 1958	Oct. 1957
	Head	Head
Cattle .....	160,069	170,359
Calves .....	53,485	67,299
Hogs .....	513,473	393,530
Sheep .....	98,641	80,518

Average dressed weights of livestock were as follows:

	Oct. 1958	Oct. 1957
Cattle .....	504.8 lbs.	498.0 lbs.
Calves .....	140.7 lbs.	151.6 lbs.
Hogs .....	163.4 lbs.	162.1 lbs.
Sheep .....	43.7 lbs.	43.2 lbs.

## ST. LOUIS HOGS IN OCT.

Hog receipts, weights and range of prices at the St. Louis NSY were reported by H. L. Sparks & Co., as follows:

	October	
	1958	1957
Hogs received .....	257,081	279,829
Highest top price .....	\$20.25	\$19.25
Lowest top price .....	19.00	16.75
Average cost .....	18.68	17.37
Average weight, lbs. ....	223	219

## GEO. S. HESS

## R. Q. (PETE) LINE

## INDIANAPOLIS HOG MARKET

## HESS-LINE CO.

HOG ORDER BUYERS EXCLUSIVELY

TELEPHONE MELROSE 7-5481

HESS-LINE CO.

EXCHANGE BLDG. INDIANAPOLIS STOCK YARDS  
INDIANAPOLIS 21, IND.

## Livestock Costs To Packers In Sept. Mostly Above Last Year

Packers operating under federal inspection in September found prices on all livestock higher than in the same month of 1957.

Average cost of cattle in September at \$23.13 was 22 per cent higher than in 1957; calves at \$23.46 cost 33 per cent more than in 1957; hogs at \$20.13 had 105 per cent of the 1957 value, and sheep and lambs averaging \$20.49 cost about the same as in September 1957.

The 1,562,000 cattle, 472,000 calves, 5,219,000 hogs and 1,045,000 sheep and lambs slaughtered in September produced the following:

	Sept. 1958	Sept. 1957
	1,000 lbs.	1,000 lbs.
Beef .....	892,819	881,262
Veal .....	56,641	79,416
Pork (carcass, wt.) .....	917,360	847,751
Lamb and mutton .....	47,692	49,650
Totals .....	1,914,511	1,858,078
Pork, excl. lard .....	698,814	639,868
Lard production .....	159,979	151,861
Rendered pork fat .....	7,455	7,655

Average live weights in September 1958-57 were as follows:

	Sept. 1958	Sept. 1957
	lbs.	lbs.
All cattle .....	1,006.0	979.7
Steers <sup>3</sup> .....	1,080.9	1,016.2
Heifers <sup>2</sup> .....	896.9	808.3
Cows .....	1,032.8	971.7
Calves .....	214.1	223.3
Hogs .....	230.0	221.4
Sheep and lambs .....	94.5	93.6

Dressed yields per 100 lbs. live weight for Sept. 1958-57 were:

	Sept. 1958	Sept. 1957
	Per cent	Per cent
Cattle .....	57.0	55.5
Calves .....	56.2	56.0
Hogs <sup>2</sup> .....	76.5	75.8
Sheep and lambs .....	48.6	48.3
Lard, per cwt., lbs. ....	13.3	13.6
Lard, per hog, lbs. ....	30.7	30.0

Average dressed weights of livestock compared as follows (lbs.):

	Sept. 1958	Sept. 1957
Cattle .....	573.4	543.7
Calves .....	120.3	125.0
Hogs .....	176.0	167.8
Sheep and lambs .....	45.9	45.2

<sup>1</sup>Included in cattle.

<sup>2</sup>Subtract 7.0 to get packer style average.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 8, 1958, as reported to the NATIONAL PROVISIONER:

### CHICAGO

Armour, 5,180 hogs; shippers, 23,338 hogs; and others, 22,878 hogs. Totals: 22,894 cattle, 340 calves, 51,346 hogs and 6,057 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour..	2,000	257	3,644	718
Swift ..	1,876	348	5,760	1,896
Wilson ..	1,276	...	4,724	...
Butchers ..	2,559	6	55	...
Others ..	2,448	...	2,984	582
Totals 10,150 ..	641	17,167	3,196	

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour ..	6,198	8,805	1,900	
Cudahy ..	8,114	7,831	1,690	
Swift ..	4,295	9,418	1,738	
Wilson ..	3,326	6,057	1,195	
Neb. Bee ..	354			
Ame. Stores ..	1,289			
Cornhusker ..	1,050			
O'Neill ..	1,391			
R. & C. ..	1,432			
Gr. Omaha ..	742			
Rothschild ..	1,195			
Roth ..	931			
Kingan ..	925			
Omaha ..	664			
Union ..	1,222			
Others ..	761	10,593		
Totals ..	29,189 ..	42,594	6,562	

### N. S. YARDS

	Cattle	Calves	Hogs	Sheep
Armour..	1,712	...	5,209	
Hunter ..	415	...	8,802	
Holl ..	...	...	2,981	
Krey ..	...	...	2,258	
Totals 2,127 ..	19,250		...	

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift ..	3,418	126	16,457	3,914
Armour ..	3,329	90	9,980	1,747
Seitz ..	980			
Others ..	3,249	49	1,062	
Totals* 10,956 ..	265	27,490	5,661	
*Do not include 185 cattle, 30 calved, 5,436 hogs and 4,776 sheep direct to packers.				

### SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Armour..	2,823	...	9,393	2,621
Swift ..	3,862	...	7,934	1,377

### S. C. DR.

	Beef ..	Pork ..	Calves	Hogs	Sheep
S. C. Dr.	4,355	9,613	...	...	...
Others ..	1,015	...	...	...	...
Butchers ..	433	...	...	...	...
Others ..	12,491	21,870	1,722		

Totals 25,089 ..

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy ..	994	75	2,852	
Dunn ..	51	...	540	
Dold ..	34	...	540	
Excel ..	743	...	104	
Armour ..	257	...	1,181	
Swift ..	3,115	76	624	
Totals 4,987 ..	75	3,470	1,909	

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour..	1,076	48	388	...
Wilson ..	273	...	5,837	
Others ..	1,918	20	1,329	903
Totals* 3,247 ..	63	7,574	903	
*Do not include 1,951 cattle, 58 calves, 1,431 hogs and 155 sheep direct to packers.				

### LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Cudahy ..	...	110		
Atlas ..	648	...		
Goldring ..	470	...		
Ideal ..	460	...		
United ..	416	7	353	
Gr. West ..	376	...		
Star ..	296	...		
Mod. Meat ..	168	...		
Quality ..	126	...		
St. Ana ..	110	...		
Coast ..	43	...	252	
Clough'ty ..	833	36	181	
Totals 3,946 ..	43	896	...	

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour ..	3,681	4,159	20,721	6,419
Bartsch ..	1,103	...	...	...
Rifkin ..	867	17	...	...
Superior ..	2,028	...	...	...
Swift ..	6,663	1,869	34,760	4,162
Others ..	4,387	5,808	9,923	2,911
Totals 18,729 ..	11,853	65,404	13,492	

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour ..	463	578	481	715
Swift ..	718	460	782	1,591
City ..	478	1	...	...
Rosenthal ..	92	24	...	402
Totals 1,686 ..	1,063	1,263	2,708	

### MILWAUKEE

	Cattle	Calves	Hogs	Sheep
Packers ..	1,960	5,533	5,544	645
Butchers ..	3,362	1,516	158	138
Totals 5,322 ..	7,049	5,702	783	

### CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall ..	...	...	...	265
Schlachter ..	230	14	...	...
Others ..	4,279	626	9,557	847
Totals 4,500 ..	640	9,557	1,112	

### TOTAL PACKER PURCHASES

	Week	Prev.	week
ended	Nov. 8	week	1957

	Cattle	Hogs
...	142,777	143,351
...	300,504	277,373
...	48,103	52,625
Totals ..	301,617	62,634

## CORN BELT DIRECT TRADING

Des Moines, Nov. 12—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

Barrows, gilts, U.S. No. 1-3:  
180/200 lbs. .... \$16.50@18.50  
200/220 lbs. .... 17.75@18.05  
220/240 lbs. .... 17.45@18.50  
240/270 lbs. .... 17.00@18.20  
270/300 lbs. .... 16.75@17.75

Sows, U.S. No. 1-3:  
270/330 lbs. .... 16.50@17.75  
330/400 lbs. .... 16.00@17.25  
400/550 lbs. .... 14.50@16.65

Corn Belt hog receipts, as reported by the USDA:

This week	Last week	Last year
est.	act.	actual

Nov. 6 ..	66,000	71,000
Nov. 7 ..	59,000	47,000
Nov. 8 ..	41,000	39,000
Nov. 10 ..	83,000	88,000
Nov. 11 ..	24,000	76,000
Nov. 12 ..	90,000	85,000

## STOCKER-FEEDER MOVEMENT

Stocker and feeder livestock received in nine Corn Belt states in September 1958-57:

### CATTLE AND CALVES

	1958	1957
September	—	—

Public stockyards ..	364,430	275,601
Direct ..	450,225	403,026
Totals ..	814,655	678,627

July-Sept. totals .. 1,427,604 1,425,399

### SHEEP AND LAMBS

Public stockyards ..	169,560	155,275
Direct ..	395,145	346,664
Totals ..	564,705	501,939

July-Sept. totals .. 1,186,383 1,076,639

Data in this report were obtained from state veterinarians. Under "Public Stockyards" are included stockers and feeders bought at stockyard markets. Under "Direct" are included stock coming from points other than public stockyards, some of which are inspected and fed at public stockyards en route.

## WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Nov. 8, 1958 (totals compared) was reported by the U. S. Department of Agriculture:

	Cattle	Calves	Hogs	Sheep
Boston, New York City Area <sup>1</sup>	14,758	9,265	53,000	43,40
Baltimore, Philadelphia ..	8,061	854	28,280	3,00
Cincy., Cleve., Detroit, Indpls.	19,194	6,011	116,948	16,46
Chicago Area ..	24,426	7,442	45,935	6,36
St. Paul, Wis., Areas <sup>2</sup>	30,466	28,493	182,066	18,40
St. Louis, Mo., Area ..	14,112	1,990	91,307	5,30
Sioux City-So. Dak. Area <sup>3</sup>	20,742	1,97	108,875	22,16
Omaha Area ..	36,577	197	94,706	11,75
Kansas City ..	11,211	1,274	33,532	5,00
Iowa-S. Minnesota, Evansville, Nashville, Memphis ..	31,045	11,179	331,249	30,18
Louisville, Evansville, Nashville, Memphis ..	9,505	5,498	54,659	5,00
Georgia-Alabama Area <sup>4</sup>	6,853	4,791	28,092	3,00
St. Joseph, Wichita, Okla., City ..	18,314	1,657	54,843	5,00
Ft. Worth, Dallas, San Antonio ..	9,983	6,688	20,253	2,00
Denver, Ogden, Salt Lake City ..	17,434	363	14,831	2,50
Los Angeles-San Fran. Areas <sup>5</sup>	21,890	1,517	24,937	2,65
Portland, Seattle, Spokane ..	5,891	299	17,337	4,00
Grand totals ..	298,067	87,518	1,240,980	231,00
Totals same week 1957 ..	323,596	112,775	1,245,674	232,32

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S.D. <sup>5</sup>Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. <sup>6</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esteville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>7</sup>Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. <sup>8</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Nov. 1 compared with the same week in 1957 were reported to the Provisioner by the Canadian Department of Agriculture as follows:

GOOD STEERS	WEIGHTS	VEAL CALVES		HOGS*		LAMBS	
		All	Weights	Good and Choice	Grade B <sup>1</sup>	Dressed	Handyweight
Stockyards	1958	1957	1958	1957	1958	1957	1958
Montreal	\$23.75	\$17.00	\$31.00	\$24.25	\$24.50	\$26.25	\$16.80
Toronto	23.00	16.75	28.95	23.30	24.00	26.75	19.55
Winnipeg	23.06	16.61	28.89	22.41	21.50	24.16	19.27
Calgary	23.15	17.10	24.40	14.65	20.88	22.71	17.80
Edmonton	22.25	15.50	23.50	16.50	20.83	23.75	17.85
Lethbridge	22.50	16.75	23.00	14.25	20.80	22.60	16.50
Pr. Albert	21.50	15.60	23.10	16.00	20.50	22.50	17.00
Moose Jaw ..	21.50	15.50	24.00	15.50	20.50	22.50	16.50
Saskatoon ..	22.20	15.60	24.50	17.50	20.50	22.60	16.80
Regina ..	21.85	15.50	25.50	16.50	20.50	22.75	16.25
Vancouver ..	21.95	15.70	22.50	17.50	20.00	22.00	16.25

\*Canadian Government quality premium not included.

## SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia, Dothan, Alabama, and Jacksonville, Florida, during the week ended November 7:

	Cattle	Calves	Hogs
Week ended Nov. 7 ..	1,459	885	10,05
Week previous (five days) ..	2,926	891	10,16

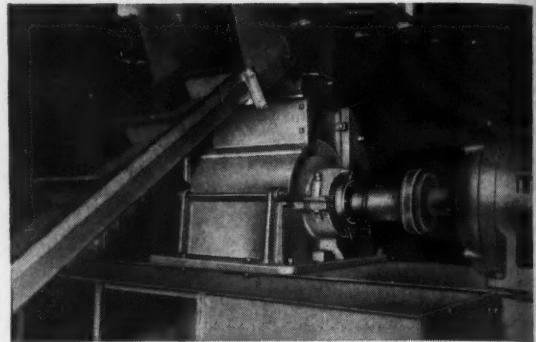
## LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Nov. 11 were as follows:

CATTLE:	Cwt.
Steers, ch. & pr.	\$25.00@28.00
Steers, gd. & ch.	24.50@26.50
Heifers, gd. & pr.	25.00@27.00
Cows, util. & com'l.	17.50@20.00
Cows, can. & cut.	15.00@17.00
Bulls, util. & com'l.	20.50@22.50
Bulls, cutter.	20.00@22.00
VEALERS:	
Good & choice ..	26.00@29.00
Calves, gd. & ch.	22.00@25.00
HOGS, U.S. No. 1-3:	
180/200 lbs.	18.00@18.20
200/220 lbs.	18.00@18.20
220/240 lbs.	17.75@19.00
240/270 lbs.	17.75@18.50
Cows, U.S. No. 1-3:	
180/230 lbs.	16.75



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hammermill action with  
**M & M meat converters****



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CELEBRATES  
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Show here is an M & M meat converting installation in a rendering plant. Converter is arranged for feeding from the first floor by means of a conveyor. Material can also be fed from floor above by gravity through a chute. Ground material is delivered to cookers by conveyor. Machine is designed so material cannot collect inside and throw equipment out of balance. Provides fine, uniform cutting of meat, shop fats and bones. Wide range of sizes and types. Write for further information.

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1001 SO. WATER ST. • SAGINAW, MICHIGAN

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Cattle buyer with 24 years' experience with major packer, experience on three terminal markets. Also experience on country and contract buying and auction sales. W-443, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: Experienced, well qualified to manage sizeable operation. Good knowledge of sales, grading, breaking and boning. W-444, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: Tops in grading, supervision, sales and cooler supervision. 25 years' experience AMI. Clean record, interested in relocating in mid-west. W-445, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF MAN: 20 years' experience in sales and production in wholesale and plant operation. Thorough knowledge of breaking, fabricating and boning. Chicago area preferred. W-446, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OFFICE MANAGER-CREDIT MANAGER  
WIDE EXPERIENCE: With outstanding record in the meat industry. College graduate. Available at once. W-451, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

#### SALESMAN

EXCELLENT RECORD: In the meat industry. Long experience. Knows meat and how to sell. Seeks position in Florida or adjoining states. W-452, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT SUPERINTENDENT: Or assistant. Qualified in all operations. Age 40. 20 years with major packer. Prefer to locate in the Rocky Mountain region. W-453, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED: Sausage maker. Will relocate for permanent position. Proven money maker. W-460, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### POSITION WANTED

BOOKKEEPER: All phases, meat provisions, poultry, frozen foods. New York area only. W-461, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### HELP WANTED

#### PLANT MANAGER

We are an eastern B.A.I. packer looking for a man who has a thorough knowledge of all phases of plant operation. Must know all modern curing, processing, packaging, costs, yields and employee relations, new product development, plant layout. A man who has follow-through ability. Please state age, qualifications, enclose picture and state salary desired. This is a good position with a future for the right man. All replies strictly confidential. W-455, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

#### INDUSTRIAL ENGINEER

With thorough experience in sausage plant wanted by modern midwestern sausage house. Must be able to set new standards or revise existing ones, figure costs, establish and maintain production and methods controls as well as sales statistics. Could lead to permanent position of plant manager. Write to Box W-454, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Experienced box man wanted for beef, lamb and veal department of well established fast growing Philadelphia meat house. Replies in strictest confidence. W-440, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

#### SALESMAN

LAMB & VEAL: With growing distributor. Kindly state experience and salary desired. W-457, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

SALESMAN WANTED: Fully acquainted with wholesale and chain store operations in metropolitan New York. State background. W-458, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### HELP WANTED

SUPERINTENDENT: To take full charge of hog and beef killing and rendering in municipal slaughter house equipped by Albright-Nell Co. located in Barranquilla, Colombia, South America. Capacity of plant 300 beef cattle and 100 hogs. Write fully giving experience, age, and salary required. Also include full length personal photograph, and names and addresses of references. Ability to speak Spanish desirable. Address letters by air mail to EXPRESAS PUBLICAS MUNICIPALES, Apartado 321, Barranquilla, Colombia, South America.

WANTED: Experienced man to take complete charge of smoked meat operation in Maine packinghouse. Excellent opportunity for right man. Plant not under government inspection. State age, experience and salary expected. W-441, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

ENGINEER: Wanted experienced engineer, steam power and refrigeration. Capable of supervising plant maintenance and machinery installation. Submit complete resume, age, reference, etc., to Box W-446, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### MUST HAVE FOLLOWING

In New York City and areas with chains and large consumers. Liberal commissions. Reply to Box W-447, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

PLANT MANAGER: For Iowa beef killing operation. Must know livestock and boning. Good salary and profit sharing. W-452, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PORTION CONTROL MAN: For midwest veal and lamb packing company. Must be experienced. Good opportunity for experienced go-getter. W-426, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Experienced hog casing foreman to take full charge of cleaning operation. Must be fully qualified. Excellent opportunity for right man. W-412, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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1—Buffalo mixer. Model #2, 400 lb. capacity. 3 H.P. 60 cycle, 350 volts. Both machines guaranteed in excellent condition. FS-462, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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All Models. Rebuilt, Guaranteed

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ORYOVAC AUTOMATIC SHRINK TUNNEL: With all controls. Condition same as new. \$600.00 WEL PACKING CO. P. O. Box 296, Evansville, Indiana Phone 5-7288.

USED: Stainless steel Adelman and Hoyt ham molds. Also 2 Bunn Tying machines for cross tying bands. FS-449, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

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1—Model 54-B Buffalo Self-Emptying Silent Cutter. 300 lb. capacity, 30 H.P. Floor Space Required: 76-15/16" x 76". Price \$1,250.00
1—Model 80-A Boss Silent Cutter. 40 H.P. Motor. 300 lb. Capacity. Over-the-side Unloader. Price \$1,250.00
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1—U. S. (Heavy Duty) Bacon Slicer, Model 3. Serial No. HD-3-634, Stainless Steel Conveyor or "NEW". Capacity: 60-100 Billies per hour. Price \$2,500.00
1—Boss Crate Dehairer. Factory #E-934-126-P. P. M. Model 10X. 10 H.P. Motor. Price \$1,750.00
150—Sausage Stick Hanging Trucks, Side loading, plain bars, with 12" x 2" plain load wheels and 6" x 2" plain swivel casters—spec.—72" high x 43" high x 33" wide. O.A. "NEW". \$79.50 ea.
1—Stainless Steel Sausage Stuffing Table 10' long—36" high, galv. frame (used 1 year) \$195.00
1—One 10' long—36" high frame (used 1 year) \$175.00
1—Toledo Dial Track Scale, 2000# capacity \$495.00

All Items Subject to Prior Sale.  
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VOELKER & COMPANY  
TERMINAL WAREHOUSE BUILDING  
LITTLE ROCK, ARKANSAS  
PHONE: FR 5-1301

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REFRIGERATOR: Hanging rails about 14x20. Working freezer about 14x16, connecting store, working room about 16x30, in packinghouse section. Good location for veal or beef boner. 11 Lackawanna Ave., Newark, N. J. Phone HUMboldt 5-5400.

### PLANT WANTED

SMALL or MEDIUM SIZED PLANT: Preferably with cattle kill. Would also consider managerial position with investment in going concern. Give details, size, location, equipment, volume, etc. Florida or extreme south. PW-450. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### PORTION CONTROL MAN

MAJOR PROCESSOR: Of frozen foods, desired top level man with full knowledge of developing and merchandising full line of portion control products. Submit complete resume. Answers treated confidentially.

W-456, THE NATIONAL PROVISIONER  
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## PLANTS FOR SALE

### SALE—RENT—CUSTOM KILL

MODERN FEDERAL INSPECTED: Two bed cattle and calf plant fully equipped. In excellent condition. Kosher kill optional. Attractive coolers. Excellent refrigeration. Boning department. Very efficient rendering department. Located in Scranton, Penn., 4 hours from New York or Philadelphia. Adjacent to ample Pennsylvania, New York, New Jersey livestock supply. P. O. Box 125, Scranton, Pa.

### FACILITIES

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Hotel, restaurant, institution, wholesale meats, \$850,000 volume. Potential volume double in a year time. Have marvelous ideas not yet introduced in portion control meat business. Located on St. Lawrence seaway in progressive Toledo, Ohio. Our own modern building. Shows good profit and reason for selling. FS-442, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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Supplies of slaughter cattle, bonded, certified.

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WEST HARLEM MARKET

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### YOUR PACKAGED MEATS NEED CODE DATING

We offer a Complete Line of Code Daters and Name Markers—Automatic for conveyor lines and Wrapping Machines—also Power-driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

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### Complete Plant Liquidation Sale

The Federally Inspected  
H. L. HANDY COMPANY  
Div. of SWIFT and COMPANY

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Starting November 19, 20, 21 — 1958

Plant Open for Inspection from Nov. 17

If you have not received our 16-page, fully illustrated "Special Liquidation Bulletin" describing all the fine machinery and equipment for sale at this outstanding event—write NOW, or phone for your copy and any additional copies.

### Current General Offerings

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1274—SLICER: Anco #227 Hydramatic, shingling & packing conveyor unit, 4-stations, 3—Exact Weight Scales \$4,850.00

1485—FROZEN MEAT CUTTER: Hydraulicer, 2 HP. motor, with pump \$1,250.00 Bids requested

1482—FRANKFURTER WRAPPER: Corley-Miller mdl. CM2, 1/3 HP. little used \$1,250.00 Bids requested

1103—GRINDER: Enterprise #4564, 8½" plates, 25 HP. mtr. A-I reconditioned \$875.00

1478—GRINDER: Buffalo #66BX, plates & knives. Perfect condition \$875.00

1467—GRINDER: Enterprise mdl. #41HVI, 5 HP. mtr. V-belt drive \$875.00

9863—STUFFER: Randell, 500 lb. cap. \$950.00

1285—STUFFER: Randell, 300 lb. cap. \$750.00

1408—STUFFER: Randell, 100 lb. cap. with valves, air piping & Curtis 1 HP. Air Compressor like new \$750.00

1422—MIXER: Buffalo #4, 1000 lb. capacity, 7½ HP. motor \$1,250.00

9710—SILENT CUTTER: Buffalo #45-B, self-emptying, 10 knives, 60 HP. mtr. & starter \$1,750.00

1421—SILENT CUTTER: Buffalo #38-B, 175 lb. cap. direct connected 15 HP. motor \$1,750.00

1172—JOURDAN COOKER: mdl. TSC, ser. #514, 57" x 53" x 8 10" high, 1 HP. motor \$2,625.00

9626—STICK WASHER: for 42" sticks, 42½" L. x 30" dia. cyl. 1" perfr. 1½" HP. \$575.00

1470—PORK-CUT SKINNERS: (2) Townsend #27, H. P. mtr. reconditioned \$1,750.00

1540—CURING VATS: (12) all stainless steel incl. legs, 5' x 3' x 28" high ea. \$250.00

1302—CASING APPLIER: Buffalo \$95.00

1249—HAM MOULDS: (753) Globe Hoy, stainless steel w/covers & like new springs

378—#114—12" x 6½" x 5½" ea. \$12.75

375—#212—6" x 6½" x 5½" ea. \$12.75

1310—LOAF MOULDS: (204) Globe Hoy #66-S, stainless steel, w/covers, 10" x 4¾" x 4¾" ea. \$7.50

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